

UNITED STATES DISTRICT COURT
FOR THE DISTRICT OF MASSACHUSETTS

JOHN HANCOCK LIFE INSURANCE
COMPANY,

Plaintiff,

V.

VESTMONT LIMITED PARTNERSHIP,
et al.,

Defendants.

Civil Action No. 05-11614 WGY

JURY TRIAL DEMANDED

**DECLARATION OF BRIAN J. MCCORMICK, JR.
IN OPPOSITION TO THE MOTION FOR SUMMARY JUDGMENT
OF PLAINTIFF JOHN HANCOCK LIFE INSURANCE COMPANY**

BRIAN J. McCORMICK, JR., of full age, hereby declares as follows:

1. I am an attorney-at-law of the Commonwealth of Pennsylvania and an associate with the law firm of Buchanan Ingersoll PC, counsel for Defendants/Counterclaim Plaintiffs Vestmont Limited Partnership, Vestmont Limited Partnership II, Vestmont Limited Partnership III and Vesterra Corporation in the above-captioned action. I have also been admitted *pro hac vice* to this Court pursuant to an Order entered on February 23, 2006. As such, I have personal knowledge of the facts set forth herein.

2. This Declaration is submitted in support of Defendants' Opposition to Plaintiff's Motion for Summary Judgment.

3. Attached hereto as Exhibit "A" is a true and correct copy of a document entitled "Application to John Hancock Life Insurance Company for a First Mortgage Loan."

4. Attached hereto as Exhibit "B" is a true and correct copy of relevant portions of the January 27, 2006 deposition of Timothy Malik.

5. Attached hereto as Exhibit "C" is a true and correct copy of relevant portions of the February 1, 2006 deposition of John Ferrie.

6. Attached hereto as Exhibit "D" is a true and correct copy of relevant portions of the January 27, 2006 deposition of James R. Koller.

7. Attached hereto as Exhibit "E" is a true and correct copy of a document entitled "Vesterra Corporation's Principals."

8. Attached hereto as Exhibit "F" is a true and correct copy of a May 9, 2005 letter from Jessica Yaffie Leveroni to Leonard Shatz, Esq.

9. Attached hereto as Exhibit "G" is a true and correct copy of the internal John Hancock loan approval package, containing Bates numbers JH 00405 through JH 00425.

10. Attached hereto as Exhibit "H" is a true and correct copy of a July 29, 2004 email from John Ferrie to Joseph Kelly, Robert Kelly and Timothy Malik.

11. Attached hereto as Exhibit "I" is a true and correct copy of a document entitled "Assignment Memorandum to Closing Department."

12. Attached hereto as Exhibit "J" is a true and correct copy of a document entitled "Interest Rate Circle Notification."

13. Attached hereto as Exhibit "K" is a true and correct copy of Defendants' Notice of Rule 30(b)(6) Videotape Deposition of Plaintiff John Hancock Life Insurance Company, and accompanying cover letter.

14. Attached hereto as Exhibit "L" are true and correct copies of a March 3, 2006 letter from Howard D. Scher, Esq., to Brian A. Davis, Esq. and a March 10, 2006 letter from Howard D. Scher, Esq., to Brian A. Davis, Esq. and Paul D. Popeo, Esq.

15. Attached hereto as Exhibit "M" is a true and correct copy of an August 11, 2004 email from Timothy Malik to John Ferrie, containing Bates number JH 00131 through JH 00132.

16. Attached hereto as Exhibit "N" is a true and correct copy of the internal John Hancock loan approval package, containing Bates numbers JH 01128 through JH 01148.

17. Attached hereto as Exhibit "O" is a true and correct copy of an August 12, 2004 email from Timothy Malik to David Henderson and Ivor Thomas.

18. Attached hereto as Exhibit "P" is a true and correct copy of an August 11, 2004 email from Timothy Malik to John Ferrie, containing Bates number JH 00135.

19. Attached hereto as Exhibit "Q" is a true and correct copy of an August 17, 2004 memorandum from Patricia Coyne to Timothy Malik.

20. Attached hereto as Exhibit "R" is a true and correct copy of an August 12, 2004 email from Timothy Malik to John Ferrie.

21. Attached hereto as Exhibit "S" is a true and correct copy of an August 11, 2004 email from John Ferrie to Robert Kelly, and attachments.

22. Attached hereto as Exhibit "T" is a true and correct copy of a June 17, 2004 email from John Ferrie to Timothy Malik, and attachments.

23. Attached hereto as Exhibit "U" is a true and correct copy of a July 21, 2004 letter from John Ferrie to Robert Kelly.

24. Attached hereto as Exhibit "V" is a true and correct copy of a July 29, 2004 letter from John Ferrie to Joseph Kelly.

25. Attached hereto as Exhibit "W" is a true and correct copy of an August 12, 2004 email from John Ferrie to Timothy Malik.

26. Attached hereto as Exhibit "X" is a true and correct copy of the Privilege Log of John Hancock Life Insurance Company.

27. Attached hereto as Exhibit "Y" is a true and correct copy of Plaintiff John Hancock Life Insurance Company's Response to Defendants' Second Set of Requests for the Production of Documents and Things.

28. Attached hereto as Exhibit "Z" are true and correct copies of certain portions of rental publications.

29. Attached hereto as Exhibit "AA" are true and correct copies of certain Internet advertising materials related to Avenel.

30. Attached hereto as Exhibit "BB" are true and correct copies of certain advertising materials related to Avenel

I hereby declare under the penalty of perjury that the foregoing statements made by me are true and correct.

/s/ Brian J. McCormick, Jr.
Brian J. McCormick, Jr.

Dated: March 14, 2006

EXHIBIT B

UNITED STATES DISTRICT COURT
DISTRICT OF MASSACHUSETTS
CIVIL ACTION NO. 05-11614-WGY

JOHN HANCOCK LIFE INSURANCE
COMPANY,

Plaintiff/Counterclaim
Defendant

Vs.

VESTMONT LIMITED PARTNERSHIP,
VESTMONT LIMITED PARTNERSHIP II,
VESTMONT LIMITED PARTNERSHIP III,
and VESTERRA CORPORATION d/b/a
MONTGOMERY SQUARE PARTNERSHIP,

Defendants/Counterclaim
Plaintiffs

VOLUME: I

PAGES: 1-224

DEPOSITION OF TIMOTHY J. MALIK

JANUARY 27, 2006

REPORTERS, INC.
GENERAL & TECHNICAL COURT REPORTING
23 MERRYMOUNT ROAD, QUINCY, MA 02169
617.786.7783/Facsimile 617.786.7723

1 DEPOSITION of TIMOTHY J. MALIK, a witness
2 called on behalf of the Defendants/
3 Counterclaim Plaintiffs, pursuant to the
4 Federal Rules of Civil Procedure, before
5 Judith McGovern Williams, Certified
6 Shorthand Reporter, Registered
7 Professional Reporter, Certified Realtime
8 Reporter, Certified LiveNote Reporter, and
9 Notary Public in and for the Commonwealth
10 of Massachusetts, at the offices of
11 Deutsch, Williams, Brooks, DeRensis &
12 Holland, P.C., 99 Summer Street, Boston,
13 Massachusetts, on Friday, January 27,
14 2006, commencing at 9:30 a.m.

15

16 APPEARANCES:

17 CHOATE, HALL & STEWART, L.L.P.

18 Brian A. Davis, Esquire

19 Two International Place

20 Boston, Massachusetts 02110

21 617-248-5056

22 bad@choate.com

23 on behalf of the Plaintiff/

24 Counterclaim Defendant

1 APPEARANCES (Continued):

2

3 BUCHANAN INGERSOLL, P.C.

4 Howard D. Scher, Esquire

5 1835 Market Street

6 14th Floor

7 Philadelphia, Pennsylvania 19103-2985

8 215-665-3920

9 scherhd@bipc.com

10 on behalf of the Defendants/

11 Counterclaim Plaintiffs

12

13 ALSO PRESENT:

14 James Koller

15

16

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1 Q. And to whom did he report to then at the
2 time of Regatta and now at the time of
3 Avenel?

4 A. I believe Sam Davis or Barry Nectow.

5 Q. Okay. And to whom did Mr. Henderson
6 report after -- with respect to the Avenel
7 decision?

8 A. It would -- he would have discussed this
9 with either Barry Nectow or I believe
10 possibly Ivor Thomas.

11 Q. Ivor Thomas, I-V-O-R?

12 A. Yes.

13 Q. T-H-O-M-A-S?

14 A. Yes.

15 Q. And who is Mr. Thomas?

16 A. He is a -- his title is senior vice
17 president, North American Mortgage
18 Operations --

19 Q. Did he succeed --

20 A. -- for Manulife.

21 Q. Did he succeed Mr. Davis?

22 A. In the transition when he -- yes. He
23 succeeded Mr. Davis. Correct.

24 Q. In terms of the role that Mr. Davis was

1 playing at this time --

2 A. Correct.

3 Q. -- with respect to the Regatta loan?

4 A. Yes.

5 Q. Now during this period of time, that is
6 2004 to 2005, is it accurate to say that
7 there were changes occurring throughout
8 the John Hancock Company?

9 A. Yes.

10 Q. And could you just describe to me in
11 general what, you know, what caused that,
12 which is the obvious?

13 A. Manulife acquired John Hancock in
14 April 28, 2004.

15 Q. And over the period of time after that
16 acquisition, certain personnel changes
17 occurred?

18 A. Correct.

19 Q. One of which was Mr. Davis' change of his
20 position and Mr. Thomas' assumption of his
21 position; is that right?

22 A. Yes.

23 Q. As far as you know with respect to the
24 Regatta and Avenel decisions, were there

1 beginning late 1999 --

2 A. Yes. Probably. Or early 1999.

3 Q. Okay. Well, at the time you assumed that
4 position --

5 A. Yes.

6 Q. -- could you just describe them for me,
7 what your duties and responsibilities
8 were?

9 A. My duties were to work with either
10 correspondents or personnel like John
11 Ferrie in the field offices to help them
12 originate mortgage loans on commercial
13 real estate of any sort.

14 Q. And those duties and responsibilities
15 remain unchanged, even to today?

16 A. Pretty much.

17 Q. Have your duties --

18 A. Excuse me. There is a change. I am now
19 considered a credit officer.

20 Q. And how does that change your duties and
21 responsibilities?

22 A. I still work with John and other field
23 offices, but now I work with fellow
24 investment officers who work with

1 correspondents to help them get their
2 deals approved. It has gone, under
3 Manulife, it has gone from a committee
4 process with John Hancock to a signature
5 process for approval, and I am one of the
6 signators now on deals that I'm involved
7 with.

8 Q. Okay. The committee process, could you
9 just describe what the committee process
10 is?

11 A. The committee process is a formal
12 presentation of a written mortgage loan to
13 get it approved so we can send our
14 commitment out in a group setting, where
15 anywhere from four to eight officers, and
16 anybody else who wants to sit in and hear
17 it, hears the presentation and your
18 response to questions asked by the
19 committee.

20 Q. The signature process is all in writing?

21 A. The signature is more of a written
22 process, with greater written
23 descriptions, and the loan officer -- John
24 is considered a loan officer, and so are

1 A. Yes.

2 Q. And it continues through Bates stamp
3 JH 00425.

4 A. Yes.

5 Q. Is that the document you have in front of
6 you?

7 A. Yes.

8 Q. What is this document called?

9 A. This is called an approval. It used to be
10 called a vote by John Hancock, but it is
11 called an approval, a commitment approval,
12 loan approval.

13 Q. And is it accurate to say that this is an
14 example of the signature process?

15 A. A begetting example. It has changed since
16 then. It has become more descriptive than
17 this form.

18 Q. So my question is: How many other
19 approvals had you presented? You
20 presented this loan?

21 A. Yes.

22 Q. How many others had you presented in this
23 process prior to August 16, 2004?

24 A. I don't recall.

1 of it.

2 Q. I see. Now is Malik Exhibit 1 the
3 approval of John Hancock Life Insurance
4 Company for the what we have called the
5 Avenel loan?

6 A. Yes.

7 MR. SCHER: So the next exhibit
8 number.

9 (One-page memorandum dated
10 August 17, 2004, to Mr. Malik
11 from Ms. Coyne, production
12 number JH 01174 marked Exhibit
13 No. 2 for identification.)

14 BY MR. SCHER:

15 Q. I show you what I have had marked as Malik
16 Exhibit 2.

17 (Handing Exhibit No. 2 to the
18 witness.)

19 A. Yes.

20 Q. And it is a document that is Bates stamped
21 JH 01174. It appears to be a memorandum
22 from Patricia C. Coyne, investment
23 officer, to you?

24 A. Yes.

1 MR. DAVIS: Stipulated.

2 MR. SCHER: Okay.

3 (Laughter.)

4 Q. Let's take the earlier e-mail first, --

5 A. Yes.

6 Q. -- the one that is seven minutes earlier.

7 A. Yes.

8 Q. Is it accurate to say that you were
9 seeking approval to lower the reserves to

10 \$150 per unit and to fund the loan with a

11 75 percent loan to value ratio and a

12 1.25 percent debt service coverage ratio?

13 A. I don't remember this, so let me read this
14 first before I answer.

15 Q. Please. I didn't mean to --

16 (Pause.)

17 (The witness viewing Exhibit

18 No. 4.)

19 A. Okay.

20 Q. Can you tell me --

21 A. What was the question again?

22 Q. Yes. Is it accurate to say that by this
23 memorandum -- this e-mail you were seeking

24 to reduce the reserves to \$150 per unit?

1 A. Yes.

2 Q. Why?

3 A. Well, I believe I recall now that when I
4 first -- we first sent the approval up the
5 chain for Ivor to sign, he noticed that in
6 some -- one instance that it did not meet
7 the 10 constant at the 1.25 cover for the
8 rental achievement.

9 Q. Okay. And because it did not meet the 10
10 constant coverage, it -- you --

11 A. It didn't meet the credit guidelines.

12 Q. It didn't meet the credit guidelines. Did
13 you tell that to the borrower?

14 A. No. It is not relevant to the borrower.

15 Q. Okay. Why is it not relevant to the
16 borrower to know that it did not meet the
17 credit guidelines with a \$250 per unit
18 reserve?

19 A. This is internal underwriting that we
20 never discuss with the borrower. That is
21 how we -- it has only to do with the
22 Hancock credit guidelines.

23 Q. The --

24 A. There was a --

1 Q. Go ahead.

2 A. Go ahead.

3 Q. No. I am sorry.

4 A. No. I am done.

5 Q. I understand that you never discuss with
6 the borrower this constant -- this -- is
7 that true that you never discuss with the
8 borrower the --

9 A. We typically don't discuss --

10 MR. DAVIS: Please let him
11 finish.

12 THE WITNESS: Yes.

13 Q. -- the 10 percent constant coverage; is
14 that right?

15 A. Not --

16 MR. DAVIS: Objection.

17 You can respond.

18 A. Not to my knowledge, I mean.

19 Q. You said "typically," and that's what I am
20 asking about.

21 A. Right.

22 Q. So why is it not relevant to the borrower
23 to know that there is this 10 percent
24 constant coverage requirement?

1 A. Yes.

2 Q. And the debt service coverage ratio is
3 disclosed to the borrower?

4 A. Yes.

5 Q. In fact, the precise numbers that the
6 borrower is required in this case, in the
7 Avenel situation, are set forth in the
8 application and agreed to in the loan
9 application; am I right?

10 A. Yes.

11 Q. Why is the debt service coverage -- sorry
12 -- why is the 10 percent constant coverage
13 not?

14 A. It seems irrelevant.

15 Q. Why is it irrelevant to the borrower?

16 A. Because the 10 percent constant relates to
17 our credit policy internally, and the
18 industry standard is ordinarily debt
19 service coverage ratio and LTV.

20 Q. It is true that the 10 percent constant
21 coverage is a criteria which was required
22 to be satisfied in order for the loan to
23 be approved; am I right?

24 MR. DAVIS: Objection.

1 the borrower?

2 A. Not at all.

3 Q. Why not?

4 A. Because we're not requiring him to hold
5 those reserves. They are purely
6 theoretical reserves in the underwriting.

7 Q. So if it is purely theoretical, why do you
8 need approval to do it?

9 A. We don't need approval to do it. We need
10 approval to get the commitment.

11 Q. Well, you are asking for approval to lower
12 the reserves?

13 A. Within the -- within our underwriting. In
14 underwriting, it is a proforma estimate of
15 what we think is a relative, reasonable
16 characterization of the cash flow to be
17 expected from the security.

18 Q. If the request for approval to lower the
19 reserves had been refused -- am I -- is it
20 accurate to say that the loan commitment
21 would not have been made?

22 A. The signing authority has to -- asked me
23 to write -- to put the memo together so
24 that we could lower the reserves.

1 Q. You didn't know in advance of making the
2 request that it would be granted, did you?

3 A. I did.

4 Q. You did?

5 A. Yes. Paper the file with this. Correct.

6 Q. Say again?

7 A. Yes. I papered the file with this.

8 Q. You papered the file with this?

9 A. Yes.

10 Q. But there was a moment in time when you
11 did not know whether or not the request
12 would be granted; am I right?

13 A. No. I knew it would always be granted.
14 He caught a technical error with my
15 approval document and just corrected it.

16 Q. What are you -- so can you explain to me
17 the e-mail that you sent seven minutes
18 later to Mr. Ferrie in which you say, "I
19 guess I will try, one more time, the
20 bureaucratic approach"?

21 I won't criticize your spelling
22 of "bureaucratic." It is just a typo.

23 A. It must be.

24 Q. "I'll let you know how hard he laughs."

1 What are you -- isn't it
2 accurate to say that "I'll let you know
3 how hard he laughs" suggests that he was
4 going to refuse the request?

5 MR. DAVIS: Objection.

6 A. I'm not quite sure who I am relating --
7 who I am referring to as the "he."

8 Q. Ivor Thomas?

9 A. Yes.

10 Q. So --

11 A. I don't know if it is Ivor or not.

12 Q. I want you to explain to me why you say in
13 this August 11th, 7:39 p.m. e-mail, sent
14 seven minutes after you sent your e-mail
15 to Ivor Thomas, why you said to
16 Mr. Ferrie, "I'll let you know how hard he
17 laughs."

18 A. I can only speculate.

19 Q. You have no recollection whatsoever; is
20 that right?

21 A. I recall that Ivor caught the error with
22 the coverage and asked us to lower
23 something to make it work, and I could
24 only assume and I can only speculate that

1 that refers to John's idea to lower the
2 reserves to \$150.

3 Q. Why would that cause laughter on the part
4 of Mr. Thomas?

5 MR. DAVIS: Objection.

6 Q. Why would the lowering of the reserves to
7 \$150 per unit to meet the deficiency
8 Mr. Thomas had identified cause him to
9 laugh?

10 MR. DAVIS: Objection.

11 MR. SCHER: What is your basis?

12 MR. DAVIS: The basis of the
13 objection is that it calls for
14 speculation.

15 MR. SCHER: Okay.

16 Q. If you know, tell me.

17 MR. SCHER: I withdraw that.

18 Q. Tell me why you thought that it would
19 cause Mr. Thomas to laugh.

20 A. I believe that was written for John's
21 benefit to let him know that we don't like
22 to lower reserves to \$150 a unit.

23 Q. Is that your best answer?

24 MR. DAVIS: Objection.

1 A. Yes. He rarely laughs.

2 Q. Honestly, Mr. Malik, I don't understand.

3 "I guess I will try, one more time, the
4 bureaucratic approach." What is the
5 bureaucratic approach?

6 A. The bureaucratic approach must be to get
7 Ivor to lower the reserves, to go along
8 with lowering the reserves from 250 to 150
9 so at a full rental achievement reserve
10 and a 1.25 coverage it still will equal --
11 you will still cover the constant, 10, the
12 10 constant, 10.

13 Q. What is it about lowering the reserve from
14 250 to 150 that would cause Mr. Thomas or
15 a person in his position to laugh?

16 A. Because --

17 MR. DAVIS: Objection.

18 A. -- it goes outside the guidelines of
19 typically wanting 250 a unit for reserves
20 in our abstract analysis of what the
21 property will cash flow, but because this
22 was a brand new property that didn't need
23 a lot of -- a lot of work on units when
24 people vacated and came back, 150 turned

1 out to be fine.

2 My comment was meant to let John
3 Ferrie know that we don't like lowering
4 reserves if we can avoid it.

5 Q. So who is the one who wanted the reserves
6 lowered from 250 to 150?

7 A. Well, I can only speculate, but I think it
8 was John. Ivor wanted us to make the 150
9 -- wanted us to make the 10 constant, and
10 my memo explains -- my memo explains how
11 to do it.

12 Q. Your e-mail to Mr. Thomas explains how to
13 do it; right?

14 A. Right.

15 Q. Why did Mr. Ferrie want that accomplished?

16 A. He wanted to fund the loan. He wanted to
17 commit the loan.

18 Q. And why is that?

19 A. Because that's his job.

20 Q. Is his desire to commit the loan any
21 different than your desire to commit the
22 loan --

23 MR. DAVIS: Objection.

24 Q. -- as far as you know?

1 A. Didn't he present it to Rob, he said? Rob
2 Kelly.

3 Q. But Rob Kelly doesn't approve the loan,
4 does he? Of course not.

5 So what are you suggesting? The
6 fact that Rob Kelly received Malik
7 Exhibit 5, does that change what is in the
8 application or commitment?

9 A. Because you put "Malik Exhibit 5" doesn't
10 mean it came from me.

11 Q. I am not suggesting it came from you. I
12 am asking you whether the introduction of
13 the new criteria, namely the 10 percent
14 constant, --

15 A. I don't know.

16 MR. DAVIS: Please, let him
17 finish his question --

18 THE WITNESS: Okay.

19 MR. DAVIS: -- because I want to
20 get my objection in.

21 THE WITNESS: Okay.

22 BY MR. SCHER:

23 Q. Is it accurate to say that the loan
24 constant hurdle was introduced into the

1 loan commitment process after the loan
2 application was submitted?

3 MR. DAVIS: Objection.

4 A. I'm not quite sure what you mean by "loan
5 commitment process."

6 Q. The application.

7 A. The application?

8 MR. DAVIS: The same objection.

9 A. I -- the commitment -- I think the
10 commitment speaks for itself.

11 Q. Okay.

12 A. I don't see it in there.

13 Q. Okay. That is fair enough.

14 MR. SCHER: Mark this.

15 (One-page e-mail dated
16 August 11, 2004, to Mr. Ferrie
17 from Mr. Malik, production
18 number JH 00135 marked Exhibit
19 No. 6 for identification.)

20 BY MR. SCHER:

21 Q. I show you what I have had marked as Malik
22 Exhibit 6.

23 (Handing Exhibit No. 6 to the
24 witness.)

1 Q. Is it accurate to say that after you sent
2 your e-mail to Mr. Thomas on August 11th
3 at 7:32 p.m. --

4 A. Yes.

5 Q. -- Mr. Thomas did laugh?

6 A. No. He rarely laughs.

7 Q. Was there -- do you have any recollection
8 -- is it accurate to say that there was
9 push-back or resistance to the proposal
10 that you were making?

11 A. I can't recall. I really can't.

12 Q. Is there -- can you tell me, number one,
13 Mr. Henderson was your team leader?

14 A. Yes.

15 Q. Is that right?

16 A. Yes.

17 Q. And Mr. Thomas was the approver --

18 A. Yes.

19 Q. -- of the loan? And --

20 A. Well, yes, I think so.

21 Q. Among the approvers of the loan?

22 A. Yes.

23 Q. In this e-mail, your second paragraph, you
24 say, "To make the numbers work, we would

1 need to assume that the expense per unit
2 is 4,957 a unit instead of the original
3 \$5,527 a unit"?

4 A. Yes.

5 Q. Right?

6 A. That's what -- I think that's what it
7 says.

8 Q. What do you mean by "making the numbers
9 work"?

10 A. Looking at the memo or the e-mail, it
11 looks like the 10 constant, coming up with
12 another way of making the 10 constant
13 hurdle work, other than lowering the
14 reserve estimate down to 150, explaining
15 the risk inherent in the property.

16 Q. How can you just change the expenses per
17 unit from what was the borrower's
18 estimate?

19 A. Because the borrower's --

20 MR. DAVIS: Objection.

21 You can respond.

22 THE WITNESS: Okay.

23 Q. The borrower's estimate is this 5,200 --
24 5,500 dollar amount?

1 A. Right.

2 Q. How can you --

3 A. Because his estimate is based on his
4 judgment, and our estimate is based on our
5 judgment.

6 Q. There was an element of not wanting to
7 lose the deal in connection with your
8 making the numbers work; am I right about
9 that?

10 A. Yes.

11 Q. And so you were asking Mr. Henderson to
12 help you out to figure out a way to make
13 the numbers work so that the criteria,
14 including the 10 percent constant, in this
15 case, so that the criteria, the 10 percent
16 constant --

17 MR. SCHER: Let me start all
18 over.

19 Q. So you were asking Mr. Henderson to help
20 you out to figure out a way to make the
21 numbers work so that the 10 percent
22 constant criteria could be satisfied; am I
23 right?

24 A. Partially.

1 Q. Continuing in the process, after the loan
2 commitment was made, the borrower would,
3 within the period of time provided for in
4 the loan commitment, request that the loan
5 be funded, the \$32 million loan be funded?
6 That would be the normal process; am I
7 right?

8 MR. DAVIS: Objection.

9 A. I am not quite -- you have to again
10 rephrase that question.

11 Q. Okay. I am trying to have you tell me
12 what the closing of the loan process
13 includes. So could you do that?

14 A. Sure. There is a whole bunch of criteria
15 in the commitment regarding reports,
16 physical report, environmental reports,
17 title work, title insurance, and a certain
18 occupancy, and a certified rent roll to
19 verify that occupancy, and other criteria
20 that are outlined.

21 Q. All right.

22 A. When all of that is provided, then the
23 borrower would estimate what he thinks --
24 when he would like to close it, and we

1 close --

2 Q. What --

3 A. -- as long as it is inside the outside
4 closing date.

5 Q. All right.

6 A. As long as the requested closing date is
7 within the outside closing date.

8 Q. Okay. Internally within John Hancock,
9 what process is undertaken to fund the
10 loan? In other words, prior to the time
11 that the \$32 million is disbursed to the
12 borrower, what does John Hancock have to
13 do internally?

14 A. We collect all the documents. We produce
15 a closing statement. We have the borrower
16 sign the closing statement. We request
17 the funds and close the loan on the day
18 that it's required. There is no other
19 approvals required as long as the loan
20 meets the criteria of the commitment.

21 Q. So the form work that, if you will, to get
22 the cash from the John Hancock, what form
23 is employed for that purpose?

24 A. I don't know. That -- we have a closer

1 who is assigned to it --

2 Q. Yes.

3 A. -- who is on the other side of the floor.

4 They gather and coordinate all the

5 information that is needed, and I think

6 they just call to say, "We'll need these

7 funds," and they send the loan disbursement

8 statement, called LDS, to whoever is at

9 treasury, and they produce the funds

10 through the wiring source, wire the funds

11 to the escrow agent, and then our outside

12 counsel makes sure that we have everything

13 we need to close the loan.

14 Q. Does the securing of the cash, the wire

15 transfer of the funds, require a review of

16 the loan approval?

17 A. Yes. The closer reviews that --

18 Q. And --

19 A. -- as the information comes in.

20 Q. And the credit review that Patricia Coyne

21 prepared in this case?

22 A. They may look at that.

23 Q. Okay.

24 A. Ordinarily just looked at the approval.

1 Q. Ordinarily, the closer would just take
2 Malik 1?

3 A. Right.

4 Q. The approval?

5 A. Right.

6 Q. The commitment letter -- the commitment --
7 the loan approval document?

8 A. Yes.

9 Q. Malik 1?

10 A. Yes.

11 Q. And take that, and then call upon the --
12 so long as all the criteria set forth in
13 Malik 1 had been satisfied, --

14 A. Right.

15 Q. -- send me the money?

16 A. Right.

17 Q. Prior to today, is it accurate to say that
18 you have been in Mr. Koller's company on
19 one occasion?

20 A. I believe that's the case.

21 Q. And the same with respect to Joe Kelly?

22 A. Yes. I think so.

23 Q. And that was the same occasion? That was
24 a lunch?

1 Q. So the changes that were made on the eve
2 of the commitment approval contained
3 within them elements of making the deal
4 happen as well as some reality?

5 A. It was mostly for presentation. Right.

6 Q. Mostly for presentation, though;
7 right?

8 A. Yes.

9 Q. And not because the expenses really or the
10 reserves really should be adjusted?

11 A. It is because the reserves weren't that
12 important. Right.

13 Q. Right?

14 A. Yes.

15 Q. Take a look at JH 00105, the commercial
16 rating sheet, if you would.

17 A. Okay.

18 (Witness complying.)

19 Q. There is a block down there called
20 "Refinance Sizing Constant."

21 A. Yes.

22 Q. And then that's the old John Hancock
23 securities industry standard as contrasted
24 with the 10 percent constant that new

1 Manulife --

2 A. Right.

3 Q. -- required?

4 A. Right.

5 Q. And the refinance annual DSCR, could you
6 tell me what that is?

7 A. That I believe -- I'm not quite sure what
8 that is. Hold on. Let me think about
9 this for a second.

10 Q. Okay.

11 (Pause.)

12 A. The underwriter cash flow available for
13 debt service, which is 3.5 million, and
14 the debt service of the balloon balance at
15 the end of the loan, which is 27.28 --
16 27.2 million, the debt service with the
17 current interest rate would be 2.7, so the
18 coverage is 3.1 million divided by
19 2.79 million. So, in essence, it is
20 saying if the interest rate was
21 9.66 percent, with the balloon balance at
22 the end of the loan, the refinancing
23 annual debt service coverage ratio would
24 be 1.12 to 1.

1 at it, the total operating expenses drop,
2 too.

3 Q. Okay.

4 A. They go up to \$140,000.

5 Q. Okay. I see. By reducing certain
6 expenses by \$140,000 --

7 A. Right.

8 Q. -- plus the reserve, then you can achieve
9 a loan funding amount of exactly
10 32 million?

11 A. Right.

12 MR. SCHER: Let me show you the
13 next exhibit.

14 (One-page Examples of Reserve
15 Calculations, production
16 numbers JH 01119 marked Exhibit
17 No. 17 for identification.)

18 BY MR. SCHER:

19 Q. This is Malik Exhibit 17.

20 (Handing Exhibit No. 17 to the
21 witness.)

22 Q. It shows an Avenel Exhibit 1A, new
23 expenses Excel sheet, and shows a vacancy
24 rate at 9 percent, and a handwritten note?

1 A. Yes.

2 Q. Whose handwritten note is that?

3 A. That is my handwriting.

4 Q. Could you read that?

5 A. You wouldn't be the first to ask me.

6 Q. I can read it. I just want you to.

7 A. "Lower than application reserve of 5.38
8 because more conservative. (Under
9 application scenario we fund less)."

10 Q. And that is referring to the 10 percent
11 constant?

12 A. The 10 constant. Right. So I know -- I
13 believe it is saying -- a note to myself
14 or to somebody that under the application
15 we're required to fund more than a
16 10 percent constant would allow us to.

17 Q. And so do you believe that this is the --
18 what precipitated -- what caused you to
19 seek a reduction in the reserve so that
20 the 10 percent constant could be achieved?

21 A. I believe what was -- what I was doing and
22 based on Ivor's comment that we weren't
23 achieving the 10 percent constant at
24 80 percent occupancy in a full funding of

1 the rental achievement reserve was stress
2 testing it from different ways as to so --
3 so to see what that means in terms of
4 reserves or returns of expenses or how
5 important that really was in terms of the
6 margin of error within underwriting.

7 Q. You are basically trying to see how you
8 can get to the \$32 million loan amount?

9 A. Well, yes. From an in-house guidelines
10 credit policy guidelines point of view,
11 right. But it had nothing to do with the
12 commitment. The commitment was already
13 set.

14 Q. Well, the commitment hadn't been made yet?

15 A. The commitment was rate locked on --

16 Q. Oh, that.

17 A. -- 8-02. It was signed and committed --
18 signed but not committed at this time. It
19 hadn't been changed since then.

20 Q. Okay.

21 A. So we didn't go back and change the
22 commitment. We purely were playing with
23 the numbers in terms of trying to figure
24 out the risks of being over or under the

1 10 percent constant and how to paper it
2 for the internal approval process.

3 Q. And to get it papered for your internal
4 approval process, you had to get the
5 permission of Mr. Thomas; am I right about
6 that?

7 A. Yes.

8 Q. If you would turn back to --

9 MR. DAVIS: When you have a
10 minute, why don't we take a break, but we
11 can do this first, if you would like to.

12 MR. SCHER: Let's take a break,
13 because we're in good shape.

14 (Recess taken at 3:19 p.m.)

15 (Recess ended at 3:28 p.m.)

16 BY MR. SCHER:

17 Q. Would you take a look at Malik Exhibit 1
18 again, please? Is that the loan approval?

19 A. Yes.

20 Q. The internal loan approval document?

21 A. Yes.

22 Q. Now is this document prepared by you?

23 A. Yes.

24 Q. And are you kind of like the secretary to

1 A. Yes.

2 Q. JH -- to back up -- JH 408, that shows
3 4,900? That is where the 4,900 comes
4 from; right?

5 A. 408?

6 Q. Yes. 4,976?

7 A. Well, for the obvious reason that this --
8 that page is part of the entire link in
9 the Excel, where the block on 412 is not
10 part of the Excel. It is in the sheet,
11 but it is a Word document embedded in
12 there, so you have to go back and manually
13 change it.

14 Q. I see.

15 A. It doesn't change automatically with the
16 other numbers.

17 Q. Right. On the first page of Malik
18 Exhibit 1, it has the disbursement
19 requirements. Do you see that?

20 A. Malik Exhibit 1, disbursement
21 requirements?

22 Q. Specific conditions?

23 A. Okay.

24 Q. And the disbursements requirements are to

1 have certain rents, a minimum net cash
2 flow, debt service coverage ratio?

3 A. Yes.

4 Q. And the 10 percent breakeven, according to
5 underwriting; right?

6 A. Yes.

7 Q. Now that 10 percent breakeven according to
8 underwriting is not contained in the loan
9 application, is it?

10 A. No.

11 MR. DAVIS: Objection.

12 You can respond.

13 MR. SCHER: I think I am going
14 to ask you to step outside, just for a
15 couple of minutes.

16 THE WITNESS: Okay.

17 MR. SCHER: I think I am close
18 to the end.

19 MR. DAVIS: Okay.

20 (Recess taken at 3:46 p.m.)

21 (Recess ended at 3:48 p.m.)

22 MR. SCHER: I have no further
23 questions.

24 MR. DAVIS: Okay. I have no

EXHIBIT C

ORIGINAL TRANSCRIPT

IN THE UNITED STATES DISTRICT COURT
FOR THE DISTRICT OF MASSACHUSETTS

JOHN HANCOCK LIFE CIVIL ACTION
INSURANCE COMPANY,

Plaintiff/Counterclaim
Defendant,

vs.

VESTMONT LIMITED
PARTNERSHIP, et al.,

Defendant/Counterclaim
Plaintiff. NO. 0511614 WGY

Oral deposition of JOHN
PATRICK FERRIE, taken at the law
offices of BUCHANAN INGERSOLL, P.C.,
Eleven Penn Center, 14th Floor, 1835
Market Street, Philadelphia,
Pennsylvania, on Wednesday,
February 1, 2006, at 9:36 a.m.,
before Rosemary Locklear, Registered
Professional Reporter, Certified
Shorthand Reporter (NJ), Certified
Realtime Reporter and Notary Public,
pursuant to notice.



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PHONE

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1880 JFK Blvd., 6th Floor • Philadelphia, PA 19103
www.jdreporting.com

215.751.0581
FAX

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1 APPEARANCES:

2 CHOATE HALL & STEWART, L.L.P.

3 BY: BRIAN A. DAVIS, ESQUIRE

4 bad@choate.com

5 Two International Place

6 Boston, Massachusetts 02110

7 (617) 248-5000

8 Appearing on behalf of Plaintiff

9 BUCHANAN INGERSOLL, P.C.

10 BY: HOWARD D. SCHER, ESQUIRE

11 scherhd@bipc.com

12 Eleven Penn Center, 14th Floor

13 1835 Market Street

14 Philadelphia, Pennsylvania 19103

15 (215) 665-8700

16 Appearing on behalf of Defendant

17 ALSO PRESENT:

18 JAMES KOLLER

19 EXAMINATION INDEX

20 JOHN PATRICK FERRIE

21 BY MR. SCHER

22 6

23 EXHIBIT INDEX

24 MARKED

25 Ferrie

26 1 1-page copy of E-mail 89

27 dated 8/11/04 from John

28 Ferrie, plus attachment

29 JH 00133-JH 00134

30 2 28-page copy of document 109

31 dated 7/30/04 entitled

32 "Application to John

33 Hancock Life Insurance

34 Company For A First Mortgage

35 Loan," plus attachments, JH

36 00327-JH 01121



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1 existed before I came with them.

2 Q. Who did you replace?

3 A. Pat Hollenbach.

4 Q. So from 1990 to the present
5 you've been manager of the regional
6 office covering Pennsylvania, New
7 Jersey, Delaware, and Puerto Rico?

8 A. Yes.

9 Q. In 2004 Manulife acquired
10 John Hancock; is that right?

11 A. Yes.

12 Q. What, if any, effect did
13 that have on your duties and
14 responsibilities?

15 A. None.

16 Q. What, if any, effect did
17 that have on your person to whom you
18 report?

19 A. None.

20 Q. What, if any, effect did it
21 have on you at all?

22 A. Well, a little
23 disconcerting to have somebody else
24 buy you. I guess psychologically a



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1 little feeling of uncertainty.

2 Q. Any policies or procedures
3 or methods of doing business that
4 changed after the acquisition by
5 Manulife?

6 A. Yes.

7 Q. Could you tell me what they
8 are?

9 A. Well, we went from a real
10 estate committee process to a
11 signature process.

12 Q. And what does that mean?

13 A. Prior to Manulife, loans
14 were approved at a real estate
15 committee.

16 After Manulife they were
17 approved by -- they were indicated
18 approved by signature authority up to
19 the loan amount that that person was
20 allowed to sign for.

21 Q. Okay. What other changes?

22 A. None that I can think of.

23 Q. Were there any new or
24 different criteria requirements for



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1 loans after Manulife acquired John
2 Hancock?

3 A. Well -- how do I want to
4 say this?

5 Nothing in -- nothing
6 specifically that I can think of.

7 Q. All right. Are you
8 familiar with the 10 percent constant
9 requirement?

10 A. Yes.

11 Q. Did that requirement exist
12 in John Hancock when John Hancock --

13 A. No.

14 Q. -- prior to acquisition?

15 A. No.

16 Q. And that --

17 MR. DAVIS: Please let him
18 finish his questions before you begin
19 to answer.

20 THE WITNESS: Oh, okay.

21 All right. All right.

22 MR. SCHER: I was mumbling,
23 I apologize. I'll try not to
24 whisper.



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1 BY MR. SCHER:

2 Q. Was that 10 percent
3 constant requirement introduced after
4 the acquisition by Manulife?

5 A. Yes.

6 Q. And was that criteria
7 reflected in the loan application at
8 the time Avenel completed its loan
9 application?

10 MR. DAVIS: Objection.

11 BY MR. SCHER:

12 Q. Was it contained in it?

13 MR. DAVIS: Objection.

14 MR. SCHER: Okay.

15 BY MR. SCHER:

16 Q. You can answer it anyway.

17 THE WITNESS: Is that -- is
18 that okay?

19 MR. SCHER: Yes.

20 MR. DAVIS: Yes. You can
21 answer. That's fine.

22 MR. SCHER: He'll say "I
23 instruct you not to answer" if he
24 doesn't want you to answer.



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1 THE WITNESS: Okay. Can
2 you repeat the question, please.

3 MR. SCHER: Sure.

4 BY MR. SCHER:

5 Q. Was the 10 percent constant
6 criteria contained in the Avenel loan
7 application?

8 A. No.

9 Q. When did the 10 percent
10 constant criteria, when was that
11 introduced into the requirements for
12 a loan after the Manulife
13 acquisition?

14 A. Between the application and
15 the approval.

16 Q. How did you learn that the
17 new criteria, the 10 percent constant
18 criteria, was introduced?

19 A. Tim told me, Tim Malik.

20 Q. And how did he tell you
21 that? Do you remember? Was it an
22 E-mail or a telephone conversation?

23 A. As far as I can remember,
24 it was a phone call.



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1 Q. The application is dated
2 July 30, the approval is dated August
3 17, I believe.

4 Can you approximate with
5 any greater precision when that
6 approval -- when you learned the 10
7 percent constant had been introduced?

8 A. To clarify?

9 Q. Yes.

10 A. Can I ask a clarifying
11 question?

12 Q. Yes.

13 MR. DAVIS: You can ask.

14 MR. SCHER: You're entitled
15 to, yes.

16 THE WITNESS: For this
17 specific deal, you mean?

18 MR. SCHER: Yes. Yes.

19 THE WITNESS: Sometime
20 between July 30th and the approval
21 date.

22 MR. SCHER: Okay.

23 THE WITNESS: Yeah.

24 BY MR. SCHER:



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1 Q. And what, if anything, did
2 you do after you learned that this
3 new criteria, the 10 percent
4 constant, had been introduced into
5 the approval process with respect to
6 the Avenel loan? What did you do?

7 A. Well, I complained to Tim.

8 Q. And do you recall the gist
9 of what you complained?

10 A. I complained that it
11 shouldn't be inserted now because it
12 wasn't in the original application.

13 Q. Okay. And what else did
14 you do?

15 A. I contacted the broker, Rob
16 Kelly.

17 Q. And what did you --

18 A. And I told him, I think I
19 said there may be a potential
20 problem.

21 Q. Okay. And what else did
22 you do?

23 A. I think that's it.

24 Q. Did you undertake to modify



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1 MR. DAVIS: Objection.

2 THE WITNESS: No.

3 MR. SCHER: No.

4 MR. DAVIS: If we could
5 take a break at some point.

6 MR. SCHER: Sure. Now is
7 fine.

8 MR. DAVIS: Okay.

9 (Recess, 10:50-10:58 a.m.)

10 BY MR. SCHER:

11 Q. You testified earlier that
12 the 10 percent constant criteria was
13 objected to by you; is that right?
14 You objected to that.

15 A. I objected to having it.
16 Yes.

17 Q. And you testified that it
18 was not contained in the loan
19 application; right?

20 A. The original -- yes.
21 Exactly.

22 Q. And you testified that you
23 understood that that requirement had
24 been eliminated; am I right about



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1 that?

2 A. Yes.

3 Q. And could you tell me the
4 basis for that belief, that it was
5 eliminated?

6 A. That we committed on the
7 loan without the 10 percent constant.

8 Q. And that's because the loan
9 application doesn't contain the 10
10 percent constant and it was signed by
11 John Hancock?

12 MR. DAVIS: Sorry. Would
13 you read back the question.

14 BY MR. SCHER:

15 Q. Could you tell me the basis
16 for your belief that it was
17 eliminated?

18 MR. DAVIS: And I thought
19 there was a question subsequent to
20 that, but go ahead.

21 All right. You can
22 respond.

23 THE WITNESS: The
24 application was executed without it



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1 by the borrower and approved by
2 Hancock, so we were prepared to honor
3 our commitment.

4 BY MR. SCHER:

5 Q. And that's the basis for
6 it; right?

7 A. Yes.

8 Q. Did anyone ever tell you
9 from John Hancock internally that
10 that criteria had been eliminated?
11 Did anybody tell you separate and
12 apart from the fact that the loan
13 application was signed by John
14 Hancock?

15 A. No.

16 Q. Did Malik say, well, your
17 objection has been sustained; that
18 is, the loan criteria has now -- the
19 loan criteria has now -- the criteria
20 required has now been reduced to only
21 those which are contained in the loan
22 application and this 10 percent
23 constant is no longer in the mix?

24 A. He signed the --



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1 MR. SCHER: What's the
2 basis?

3 MR. DAVIS: I think that
4 mischaracterizes the record. I think
5 he already said he talked to Rob
6 Kelly about it and that Mr. Kelly, I
7 think, was their representative.

8 MR. SCHER: Okay.

9 MR. DAVIS: But you can
10 respond.

11 MR. SCHER: All right.

12 BY MR. SCHER:

13 Q. Other than the one
14 communication you had with Rob Kelly,
15 did you have any other communications
16 on the subject of the 10 percent
17 constant?

18 A. I don't recall.

19 Q. Can you recall any
20 conversations with Mr. Koller on the
21 subject of the 10 percent constant?

22 A. I don't recall.

23 Q. Any conversations with Mr.
24 Joe Kelly on the subject of the 10



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1 percent constant?

2 A. I don't recall.

3 Q. And any conversations with
4 Mr. Frank Palopoli on the 10 percent
5 constant?

6 A. Definitely not Frank.

7 Q. Okay. In connection with
8 your communication with Rob Kelly,
9 did that communication take the form
10 of anything other than the E-mail you
11 sent to Rob Kelly? In other words,
12 did you call him besides E-mail him?

13 A. Well, I called him.

14 Q. You called him.

15 A. Called Rob Kelly, yes.

16 Q. What did you tell him?

17 A. Paraphrasing, that there
18 may be a potential problem. We had
19 a new underwriting criteria and we'd
20 like to insert the 10 percent
21 constant.

22 Q. And did you tell him
23 anything else at that time?

24 A. Not that I recall.



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1 Q. What did he say to you?

2 A. He said it could be a deal
3 killer.

4 Q. Did he report that in that
5 same conversation, in the one
6 conversation you had?

7 A. In the initial
8 conversation?

9 Q. Yes.

10 A. No.

11 Q. So he got back to you?

12 A. Yes.

13 Q. And can you approximate how
14 long it took?

15 A. Short period of time.

16 Q. Day? Hour?

17 A. Within a few days.

18 Q. Within a few days?

19 And Rob Kelly called you
20 back.

21 A. Right.

22 Q. And what did he say to you?

23 A. He said it was a problem.

24 Q. Could be a deal killer?



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1 A. Uh-huh.

2 Q. Yes?

3 A. Yes.

4 Q. Did he amplify? Did he
5 expand on that?

6 A. That's pretty explanatory.

7 Q. That's it.

8 And if it had -- if the
9 deal had been killed at that moment,
10 you would have lost the \$965,000 in
11 fees; am I right about that?

12 MR. DAVIS: Objection.
13 Calls for speculation, calls for a
14 legal conclusion.

15 THE WITNESS: At that point
16 we didn't have any fees.

17 BY MR. SCHER:

18 Q. Well, the \$5,000 fee had
19 been paid when the --

20 A. Yes.

21 Q. -- application fee was
22 made.

23 A. Right.

24 Q. Okay. So your testimony is



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1 prospective borrower had the deal
2 been killed, am I right about that,
3 as far as you know?

4 A. Yes.

5 MR. DAVIS: Objection.
6 Pause before you respond.
7 Objection.

8 MR. SCHER: What's the
9 basis?

10 MR. DAVIS: Again, I think
11 it calls for a legal conclusion.

12 MR. SCHER: Okay.

13 BY MR. SCHER:

14 Q. And the practice at John
15 Hancock, if the deal is killed prior
16 to the approval of the loan
17 application, the Letter of Credit
18 posting is refunded to the
19 prospective borrower.

20 A. If the deal is changed and
21 it's not approved by the borrower,
22 the money is refunded.

23 Q. Okay. And that's exactly
24 what was being discussed at that



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1 point, the change of the deal to
2 include a new criteria, the 10
3 percent constant; right?

4 MR. DAVIS: Objection.

5 THE WITNESS: The
6 application was being looked at to
7 determine whether it would be
8 approved or not.

9 The 10 percent constant was
10 requested by Hancock to be inserted
11 into the application. It was not.

12 And subsequently it was
13 eliminated from the application,
14 which became a commitment, and
15 therefore, it didn't matter. There
16 are lots of things that are
17 negotiated.

18 BY MR. SCHER:

19 Q. Can you recall anything
20 that Mr. Kelly said to you in that
21 conversation other than what you've
22 already -- that is, the second
23 conversation when he reported back to
24 you, other than what he's already --



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1 Q. From -- except for this
2 E-mail, all your other communications
3 are directly with the borrower.

4 Can you explain to me
5 any -- in any greater detail than you
6 have already why it is you chose to
7 communicate with Rob Kelly on -- in
8 connection with this new criteria?

9 MR. DAVIS: Objection.

10 THE WITNESS: I believe I
11 had constant communication with Rob
12 Kelly with regard to how the
13 application was proceeding.

14 MR. SCHER: Okay.

15 BY MR. SCHER:

16 Q. Now, you told me that in
17 your second conversation -- telephone
18 conversation with Rob Kelly he said
19 it was a deal killer and it was a
20 problem; right?

21 A. Yes.

22 Q. Did you communicate that to
23 anyone?

24 A. Yes.



James DeCrescenzo Reporting, LLC

215.564.3905

Innovating Litigation
1880 JFK Blvd., 6th Floor, Philadelphia, PA 19103
www.JDReporting.com

FAX 215.751.0581

ORAL DEPOSITION OF JOHN PATRICK FERRIE, 2/1/06

1 Q. Who did you communicate
2 that to?

3 A. Tim Malik.

4 Q. And what did you tell him?

5 A. I told him it's a -- it's a
6 problem. It wasn't in the original
7 application, it should be stricken,
8 and it subsequently was.

9 Q. What did Malik say to you
10 in that conversation?

11 A. I don't recall.

12 Q. How did you learn that it
13 was stricken?

14 A. Because we committed
15 without that constant being in there.

16 Q. Right.

17 So if I have the sequence
18 correctly, you called Rob Kelly, told
19 him there was a problem and it was a
20 new criteria, you sent him Ferrie-1,
21 the E-mail; is that right?

22 MR. DAVIS: Objection.

23 You can respond.

24 THE WITNESS: I can't say



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ORAL DEPOSITION OF JOHN PATRICK FERRIE, 2/1/06

1 Leveroni --

2 A. Yes.

3 Q. -- and Tom Rogers?

4 And those two are lawyers;
5 am I right?

6 A. Yes.

7 Q. Jessica is in house and --

8 A. Tom is out house.

9 Q. -- Tom Rogers is out house;
10 is that right?

11 A. Yes.

12 MR. DAVIS: I'm going to
13 object to that characterization of
14 "out house."

15 BY MR. SCHER:

16 Q. And that's your E-mail; am
17 I right? You wrote that?

18 A. Of June the 9th. Yes.

19 Q. Yes. Okay.

20 Is it accurate to say that
21 you negotiated the terms of the loan
22 commitment -- the loan application
23 with the prospective borrower?

24 A. No.



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ORAL DEPOSITION OF JOHN PATRICK FERRIE, 2/1/06

1 Q. Who did?

2 A. I conveyed the -- other
3 than the boilerplate, I conveyed the
4 requests from the borrower to home
5 office and home office subsequently
6 decided.

7 Q. Earlier in your testimony
8 you described yourself as a
9 go-between. Is that what you meant?

10 A. Yes. Right. Yeah.

11 Q. So you took the information
12 that the borrower conveyed to you,
13 passed it on to Boston home office,
14 John Hancock, and then received their
15 response and passed it back to the
16 borrower; is that right?

17 A. Right. For example, when
18 the borrower asked for rather than
19 three one-month extensions, six
20 one-month extensions, I either
21 verbally or written would communicate
22 that with Boston and they would tell
23 me whether they would be able to go
24 for that or not.



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FAX 215.751.0581

EXHIBIT D

IN THE UNITED STATES DISTRICT COURT
DISTRICT OF MASSACHUSETTS

JOHN HANCOCK LIFE : CIVIL ACTION
INSURANCE COMPANY, :
Plaintiff/Counterclaim: :
Defendant : :

vs. :

COPY

VESTMONT LIMITED :
PARTNERSHIP, VESTMONT :
LIMITED PARTNERSHIP II, :
VESTMONT LIMITED :
PARTNERSHIP III, and :
VESTERRA CORPORATION :
d/b/a MONTGOMERY SQUARE :
PARTNERSHIP, :
Defendants/Counter- : NO. 05-11614-
claim Plaintiffs : WGY

January 18, 2006

Oral Deposition of JAMES R.
KOLLER, ESQ., held in the law offices of
Morgan, Lewis & Bockius, LLP, 1701
Market Street, 9th Floor, Philadelphia,
Pennsylvania 19103, beginning at
approximately 10:39 a.m., before Ann V.
Kaufmann, a Registered Professional
Reporter, Certified Realtime Reporter,
Approved Reporter of the U.S. District
Court, and a Notary Public of the
Commonwealth of Pennsylvania.

ESQUIRE DEPOSITION SERVICES
1600 John F. Kennedy Boulevard
Four Penn Center, 12th Floor
Philadelphia, Pennsylvania 19103
(215) 988-9191

1 APPEARANCES :

2 CHOATE, HALL & STEWART, LLP

BRIAN A. DAVIS, ESQUIRE

3 bad@choate.com

Two International Place

4 Boston, MA 02110

(617) 248-500

5 Counsel for John Hancock Life

Insurance Company

6
7 BUCHANAN INGERSOLL

HOWARD D. SCHER, ESQUIRE

8 scherhd@bipc.com

Eleven Penn Center, 14th Floor

9 1835 Market Street

Philadelphia, PA 19103

10 (215) 665-3829

Counsel for Vestmont Limited

11 Partnerships and Vesterra

Corporation d/b/a Montgomery Square

12 Partnership
13
14
15
16
17
18
19
20
21
22
23
24

James R. Koller, Esq.

1 about Vesterra Limited. When was
2 Vesterra Corporation formed?

3 A. 1986.

4 Q. Where did you get the name?

5 A. "Terra" means land and it
6 was just a short for investing in land,
7 so.... It means land in Latin.

8 Q. I think I took a year of
9 Latin somewhere in my past and I agree
10 with you "terra" means land.

11 MR. SCHER: Stipulation.

12 MR. DAVIS: We stipulate to
13 that. We have a motion practice about
14 that, I hear.

15 BY MR. DAVIS:

16 Q. You formed it back in '86.
17 That's when you left Dechert to form
18 Vesterra?

19 A. Yes.

20 Q. And at the time that you
21 formed Vesterra, did you have partners?

22 A. One.

23 Q. One. Who was that?

24 A. Frank Palopoli.

James R. Koller, Esq.

1 Q. And does Mr. Palopoli
2 remain a partner in Vesterra Corp.?

3 A. Yes.

4 Q. Is it true to say that
5 Vesterra has acted as sort of the
6 general partner in a series of real
7 estate development projects that you
8 have been involved in since 1986?

9 A. Yes.

10 Q. At any point in time have
11 you ever done business in the real
12 estate development field under any
13 entity other than Vesterra Corp.?

14 MR. SCHER: Object to the
15 form.

16 You can answer, if you are
17 able to.

18 THE WITNESS: Well, each
19 project was conducted under a different
20 partnership, and so to that extent, yes,
21 we did business under those partnership
22 names as well as Vesterra.

23 BY MR. DAVIS:

24 Q. For any of those

James R. Koller, Esq.

1 partnerships were there general partners
2 other than Vesterra?

3 A. Yes.

4 Q. What other entities served
5 as general partners?

6 A. Not Vesterra entities, but
7 joint venture partners that we had in
8 various entities.

9 Q. So some of the projects
10 that you have been involved in have been
11 sort of Vesterra-only projects and other
12 projects have been joint ventures with
13 other real estate developers?

14 A. Yes.

15 Q. What is Mr. Palopoli's
16 background?

17 A. Prior to joining me,
18 Mr. Palopoli worked at Berwyn Property
19 Group.

20 MR. DAVIS: Mark these,
21 please, as Exhibit No. 1.

22 (Below-described document
23 marked as Koller Exhibit 1.)

24 BY MR. DAVIS:

James R. Koller, Esq.

1 of the pieces we sold from Normandy
2 Farm. And Fawn Creek is complete.

3 Q. Montgomery Square, that's
4 the shopping plaza that's associated
5 with the apartment complex that's the
6 subject of this litigation; correct?

7 A. Montgomery Square is a
8 partnership that owned 180 acres, of
9 which this retail shopping center was a
10 part in addition to the apartment
11 complex. But the Montgomery Square
12 listed here, the 400,000 square foot
13 shopping center, is part of that
14 Montgomery Square project.

15 Q. Was the Montgomery Square
16 Shopping Center developed by Vesterra?

17 A. Yes.

18 Q. When was that?

19 A. '99 to 2000.

20 Q. And Vesterra currently owns
21 the shopping center?

22 A. No. The shopping center
23 has been sold.

24 Q. When was that sold?

James R. Koller, Esq.

1 A. In 2002.

2 Q. Then there's the 256-unit
3 apartment project that's associated with
4 Montgomery Square; correct?

5 A. Correct.

6 Q. And that's the Avenel At
7 Montgomery Square project that's the
8 subject of this litigation?

9 A. Correct.

10 Q. That has been developed by
11 Vesterra?

12 A. Correct.

13 Q. When did Vesterra start
14 developing that project?

15 A. The Montgomery Square
16 project, the development began in 1994.

17 Q. A moment ago we talked
18 about the development dates for the
19 shopping center. You said '99 to 2000.

20 A. '99 to 2000 is when we
21 built them. I might have misspoke. The
22 overall development of Montgomery Square
23 began in 1994 and the approvals weren't
24 obtained until 1999 and we started

James R. Koller, Esq.

1 construction on the shopping center in
2 '99.

3 Q. Did the construction on the
4 apartment complex follow construction of
5 the shopping center?

6 A. No. That didn't begin
7 until 2003, construction of the
8 apartments.

9 Q. So I said it correctly, in
10 that the apartment complex followed the
11 construction of the commercial shopping
12 center?

13 A. That's correct.

14 Q. You said it was 2003 that
15 you began construction of the apartment
16 complex?

17 A. Correct.

18 Q. And the apartment complex
19 is still owned by Vesterra at this point
20 in time?

21 A. It's owned by --

22 Q. The Montgomery Square
23 Partnership of which Vesterra is general
24 partner?

James R. Koller, Esq.

1 A. That's correct.

2 That's not technically

3 correct. I think you know the

4 ownership. The Montgomery Square

5 Partnership is composed of three

6 partnerships: Vestmont Limited

7 Partnership, Vestmont II Limited

8 Partnership, and Vestmont III Limited

9 Partnership. And Vesterra Corporation

10 is the general partner of each of those

11 partnerships, not the general partner of

12 Montgomery Square.

13 Q. All right. I stand

14 corrected.

15 Currently Montgomery Square

16 Partnership has an agreement with

17 someone to sell them the apartment

18 complex known as Avenel At Montgomery

19 Square?

20 A. That's correct.

21 Q. If I refer to that

22 apartment complex as Avenel, will you

23 agree we'll be talking about the

24 apartment complex?

James R. Koller, Esq.

1 participated in the transaction.

2 Q. What was the total amount
3 of construction financing?

4 A. I believe it was
5 30,750,000.

6 Q. At the time that you were
7 looking, in mid-2004, how did it come
8 about that you connected with John
9 Hancock as a potential lender?

10 A. A mortgage broker, Rob
11 Kelly, who is Joe Kelly's brother,
12 contacted John Hancock and several other
13 lenders seeking proposals for permanent
14 financing.

15 Q. What is the entity for whom
16 Mr. Rob Kelly works?

17 MR. SCHER: You are looking
18 at Koller 3.

19 THE WITNESS: Carey, Kramer
20 is the name. I don't know how you spell
21 it, but it's in the John Hancock loan
22 commitment, their name is in there,
23 Carey, Kramer.

24 BY MR. DAVIS:

James R. Koller, Esq.

1 believed wouldn't necessarily have any
2 binding effect on Hancock?

3 A. Well, as I said before, we
4 had -- John Hancock is in the business
5 of lending money. This was a good
6 project to lend money on and it was our
7 hope that John Hancock would ultimately
8 lend us the money, and so it made sense
9 to go through some of these provisions
10 and try to make them acceptable to us.

11 Q. But at the time that you
12 were negotiating this supplement to the
13 application with the folks at John
14 Hancock -- by the way -- strike that.

15 Did you negotiate this
16 supplement?

17 A. Mr. Kelly and I did.

18 Q. So you were personally
19 involved?

20 A. Yes.

21 Q. And at the time that you
22 were engaged in that activity of
23 negotiating the supplement, did you
24 believe that any of the provisions here

James R. Koller, Esq.

1 would bind John Hancock?

2 A. As I said before, it was
3 our hope that John Hancock would lend
4 the money, but it was subject to so many
5 conditions that if John Hancock did not
6 want to lend the money, they really did
7 not have to lend the money.

8 Q. So you believe that they --
9 the terms contained in the supplement to
10 the application that you were
11 negotiating wouldn't be binding on
12 Hancock if Hancock didn't want to be
13 bound by them; is that right?

14 MR. SCHER: Object to the
15 form.

16 THE WITNESS: I will just
17 state again that there were so many
18 conditions in this application that were
19 subject to John Hancock's approval, and
20 in some cases their sole discretion,
21 that I was concerned that John Hancock,
22 if they wanted to, could decide not to
23 make this loan.

24 BY MR. DAVIS:

James R. Koller, Esq.

1 front with John Hancock and John Ferrie,
2 with whom we've had a relationship over
3 the years. We've known him and we
4 wanted him to know what was going on.

5 So we called him and told
6 him we weren't sure what was going to
7 happen, whether we were going to sell it
8 or not. We were concerned that we were
9 not going to achieve the -- meet the
10 rental occupancy requirements to be able
11 to close the loan and this was another
12 option for us and we were going to
13 explore that option.

14 Q. Is it fair to say,
15 Mr. Koller, at the time that you had
16 this meeting with Mr. Ferrie in May of
17 2005, that you believed you had
18 obligations to Hancock under the loan
19 commitment and what you were trying to
20 do is see if you could negotiate some
21 deal that would -- whereby Hancock would
22 release you from those obligations?

23 MR. SCHER: Object to the
24 form.

James R. Koller, Esq.

1 THE WITNESS: Yes. The
2 purpose of the meeting was to tell
3 John -- it was more to tell him what we
4 were proceeding with and then to open up
5 the discussions on how we could settle
6 the arrangement with John Hancock.

7 MR. DAVIS: Mark this,
8 please, as the next exhibit.

9 Actually, before we put that
10 one away, I just want to follow up.

11 BY MR. DAVIS:

12 Q. You said that you thought
13 that Mr. Ferrie had not necessarily
14 accurately characterized at least some
15 aspects of the discussion at the May 31,
16 2005, meeting in this e-mail. What
17 aspects of the e-mail, what portions of
18 Mr. Ferrie's e-mail, do you believe are
19 inaccurate?

20 A. I'm not sure that we said a
21 key component of our decision to sell
22 would be how much we owe Hancock. And I
23 do not believe -- when we asked John how
24 we might be able to settle this, I don't

James R. Koller, Esq.

1 certain obligations on us and we were
2 aware of the loan application and those
3 purported obligations.

4 Q. But you didn't use the term
5 "purported obligations" in this letter,
6 did you?

7 A. No.

8 Q. Did you mean to say that
9 we're fully aware of our purported
10 obligations under the loan application?

11 A. I think at the time I just
12 wanted to let them know that they didn't
13 need to tell us; we knew what the loan
14 application said.

15 Q. At the time that you wrote
16 this letter did you believe that the
17 loan application imposed obligations
18 upon Vesterra?

19 A. There were loan
20 obligations, but I believed at the time
21 that those obligations would be obviated
22 by the fact that the commitment itself
23 had too many conditions and we would not
24 be bound by that commitment.

James R. Koller, Esq.

1 Q. The obligations that you
2 were fully aware of, that you refer to
3 in this letter, were obligations that
4 you did not think bound Vesterra?

5 A. No. What I said was that
6 the loan obligation contained
7 obligations and I was aware of what the
8 loan application said, and I did not
9 agree, one way or another, you know,
10 whether -- and whether the loan -- I did
11 not make a statement one way or another
12 on whether we were bound by those
13 obligations.

14 Q. The obligations that you
15 refer to in this letter, did they
16 include the obligation to close the loan
17 on or before August 1, 2005?

18 A. They included every
19 obligation that was contained in the
20 loan commitment, and that was one of
21 them.

22 Q. So you had reviewed and you
23 were familiar with all of the
24 obligations that Vesterra had undertaken

EXHIBIT E

VESTERRA CORPORATION'S PRINCIPALS

James R. Koller is an attorney who specialized in real estate law for ten years until co-founding Vesterra in 1986. As a partner in the law firms of Dilworth Paxson Kalish & Kauffman and later with Dechert Price & Rhoads, Mr. Koller represented and advised developers, investors, landlords, tenants, buyers, sellers, lenders and contractors, which provided the broad based understanding of the technical and practical elements critical to success in the business of real estate.

Frank C. Palopoli has over twenty-five years of experience in real estate consulting and development. Prior to co-founding Vesterra, Mr. Palopoli was a principal in the firms of Blue Bell Realty Services, Inc. and Berwind Realty Services, Inc., providing work-out, development and real estate investment services to corporate, institutional and private investment clients. Mr. Palopoli has been responsible for the planning, approval, development or disposition of a variety of projects, including life care and assisted living, conventional garden and high-rise apartments, single family and townhome communities and commercial office projects.

Joseph P. Kelly joined Vesterra Corporation in 1987. Before joining Vesterra, Mr. Kelly was a Financial Manager for mergers and acquisitions with Foster Medical, a \$250 million home healthcare division of Avon Products, Inc., where he was responsible for company valuations, acquisition structure and due diligence. Mr. Kelly began his career with Price Waterhouse as a member of the firm's audit division after he received his bachelor's degree in accounting from Villanova University. He is a member of the American Institute of Certified Public Accountants and holds a current real estate sales license.

EXHIBIT F

John Hancock Financial Services, Inc.

Real Estate Law Division
Investments Division

John Hancock Place
Post Office Box 111
Boston, Massachusetts 02117
(617) 572-1042
Fax: (617) 572-9268
E-mail: jleveroni@jhancock.com



Jessica Yaffie Leveroni
Assistant Vice President and Counsel

May 9, 2005

VIA UPS

Leonard Shatz, Esq.
First American Title Insurance Company
2 Penn Center Plaza
Suite 1910
Philadelphia, PA 19102

RECEIVED

MAY 13 2005

CLOSING

Re: John Hancock Life Insurance Company ("Lender")
Commitment No. 6518467
Matter No. 04-13111
Avenel at Montgomery Square, 1100 Avenel Boulevard, North Wales, PA 19454
("Property")

Dear Mr. Shatz:

Lender proposes to make a loan ("Proposed Loan") in the amount of \$32,000,000 to Montgomery Square Partnership ("Applicant"), which will be secured by a mortgage on the Property.

We have been advised by the Applicant that First American Title Insurance Company ("Title Company") has been designated as the title insurer on the Proposed Loan. This designation is acceptable to us. No reinsurance of the policy will be necessary.

If Lender approves the Proposed Loan, it is scheduled to close on or before August 1, 2005. The Commitment requires the title commitment to be provided to the Lender no later than June 17, 2005.

Title Company as Closing Medium

In addition to Title Company being the title insurer, Lender hereby designates Title Company to act as the closing medium for Lender in the closing of the Proposed Loan, as more particularly discussed below. We understand that the closing will be handled through your offices at the above address. Please be advised of the following:

- If you are an agent of the Title Company and not a branch office of the title insurer, we will require an Insured Closing Protection Letter from the title insurer in the form attached as Exhibit A.
- We will not permit borrower's counsel to serve as escrow agent for the closing even if borrower's counsel is serving as title agent and issuing the title insurance policy for the Proposed Loan. In such event, please contact Lender's Outside Counsel designated below to discuss alternative arrangements.

The following people will be working on the Proposed Loan:

J11 00950

12/28/04

- 2 -

<i>Role</i>	<i>Name</i>	<i>Address</i>	<i>Telephone No.</i>	<i>Telecopier No.</i>
<i>Closing Analyst:</i>	Robin Costa	John Hancock Life Insurance Company Closing and Consulting, T-56 200 Clarendon Street Boston, MA 02117	(617) 572-9844	(617) 572-0266
<i>Lender's Outside Counsel:</i>	Thomas C. Rogers, Esq.	White and Williams LLP 1800 One Liberty Place Philadelphia, PA 19103	(215) 864-7190	(215) 789-7690
<i>Regional Officer</i>	John Ferrie	John Hancock Real Estate Finance, Inc. 486 Norristown Road Suite 130 Blue Bell, PA 19422	(610) 825-9200	(610) 941-9872
<i>Applicant's Surveyor:</i>	Clifford Stout	Stout & Traconelli Associates 2499 Knights Road Pennsburg, PA 18073	(215) 679-0200	

We have been advised that the Applicant's counsel will be Mitchell E. Russell, Esq., 510 Township Line Road, Suite 150, Blue Bell, PA 19422. Mr. Russell's telephone number is (215) 653-0110; his telecopy number is (215) 653-0383.

Title Insurance Requirements

I have attached as Exhibit B a copy of Lender's Title Insurance Policy Requirements ("Title Requirements"). Lender will expect that the title insurance commitments, specimen policies or pro forma policies and the title policies issued for the Proposed Loan will comply with all of these requirements unless Lender consents to deviations.

After receiving the title order, you should contact Staff Counsel to indicate when we can expect to receive the completed title materials. The Title Company will also be expected to inform Lender (i) if the required form of policy is unavailable, and (ii) as to which endorsements required in the Title Requirements are available in the jurisdiction where the Property is located and which are not. Please inform Staff Counsel at the outset of the process if you do not expect to meet Lender's Title Requirements.

Delivery of Title Report

After ensuring compliance with Lender's Title Requirements, the Title Company should then prepare and send as soon as possible:

- one (1) set of the foregoing to Outside Counsel by overnight courier service;
- one (1) set of the foregoing to the Applicant's surveyor; and
- one (1) set of the foregoing to the loan correspondent.

The title report should take the form of a title insurance binder, commitment to insure, pro forma policy, specimen policy, preliminary report on title or other preliminary title evidence acceptable to

J11 00951

- 3 -

Lender. The title report should reflect the exact nature of the title that will exist after the closing of the Proposed Loan. For example, if the title holding entity to the Property is to be changed prior to the closing of a loan, or if a then existing mortgage is to be discharged, the title report should account for those facts. Any matters necessary to effect the state of affairs shown on the title report should be reflected as conditions in the title report. Any requirements or exceptions that will be released or discharged prior to or at the closing of a loan must be shown on Schedule B, Section I of the title commitment.

The Title Company will be responsible for contacting Applicant's counsel to ensure that the Applicant will provide any necessary materials and indemnities to satisfy Lender's Title Requirements. If the Title Company identifies important issues that should be addressed either before delivery of the title report or during Lender's review of the title materials, please call Lender's Outside Counsel.

If requested by Lender's Outside Counsel or Applicant's counsel, the Title Company will also be responsible for conducting or ordering UCC-11 searches of the public records for parties designated by Lender's Outside Counsel, and sending copies of those searches to Lender's Outside Counsel.

Coordination of the Loan Closing

Lender typically funds its loans through escrow closings. Lender will require that the Title Company, or an agent of the Title Company who meets the requirements of this letter, serve as the escrow agent for all documents and funds necessary to close the Proposed Loan. Lender's Outside Counsel will prepare escrow instructions that will indicate what conditions must be satisfied to permit the release of escrow, the recording of documents and disbursement of funds ("Escrow Instructions") and will send them to the Title Company. Lender's Outside Counsel will provide a copy of the Escrow Instructions to the Applicant or its representative. The Escrow Instructions will make the Title Company responsible for fulfilling Lender's requirements in connection with the closing of the Proposed Loan. The instructions will direct that at such time as the Title Company can determine that all of the conditions in the Escrow Instructions either have been or will be met at or prior to a certain date, a closing date should be established by consulting with Lender's Outside Counsel and the Applicant's representative prior to the date of closing. Once the date is established, the Closing Analyst will make arrangements to place the closing funds in the Title Company for disbursement on the closing date.

In preparation for the closing, the Closing Analyst will prepare a Loan Disbursement Statement-a settlement statement-the form of which is attached as Exhibit C. The Closing Analyst will work directly with the Title Company as the closing of the Proposed Loan nears to complete this form. The Closing Analyst will rely on the Title Company to provide the figures to complete the line item for any payoff of an existing lien. *It will be your responsibility to obtain from the Applicant any payment for the title insurance premium, the escrow fee, recording fees, transfer taxes and property water and sewer taxes.*

The Lender's closings rely upon gap coverage. Upon satisfaction of all conditions to closing in the Escrow Instructions, Lender requires the Title Company to agree (a) that the final form of title report to which the Lender agrees prior to closing will serve as the title insurance policy until the actual original title insurance policy is issued, and (b) that the proceeds of the loan may be disbursed prior to recording of the applicable loan documents, and the Title Company and the title insurance policy issued at closing will insure the period between the disbursement of proceeds and the recording of loan documents. The final title insurance policy will be dated the later of the date of the recording of the applicable mortgage or the funding of the loan proceeds and will show no matters of record, exceptions or exclusions other than those to which Lender agreed in the final form of title report. The Title Company will be responsible for obtaining any documentation from the borrower that is required to provide such gap coverage.

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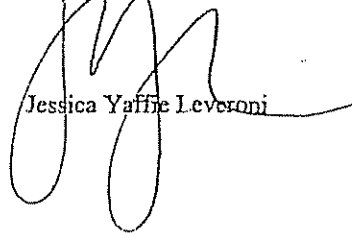
- 4 -

Upon satisfaction of all of the conditions of the Escrow Instructions, the Title Company will be responsible for releasing the loan documents from escrow, recording the necessary documents, filing the UCC-1 Financing Statements and disbursing the loan funds in accordance with the Loan Disbursement Statement. The Title Company shall issue Lender's title insurance policy containing all applicable recording information at no cost to Lender within five (5) business days of the closing.

You should not, of course, commence your work on this transaction without instructions to do so from the Applicant or its representative, and it is to be understood that the title evidence is to be obtained and the other closing requirements of Lender are to be met, all at no expense to Lender. You may wish to contact the Applicant to confirm when you may proceed with the title work.

We look forward to working with you. Please feel free to contact me should you have any questions regarding this letter.

Very truly yours,



Jessica Yaffie Leveroni

Enclosures

cc: Ms Robin Costa (w/out encl.)
Mitchell E. Russell, Esq. (with encl.)
Mr. John P. Ferrie (w/out encl.)
Ms. Patricia C. Coyne (w/out encl.)
Thomas C. Rogers, Esq. (w/out encl.)

Attached Exhibits

Exhibit A - Sample Insured Closing Protection Letter
Exhibit B - Lender's Title Insurance Requirements
Exhibit C - Lender's Form Loan Disbursement Statement

L:\MORTGAGELAW\LECA\Avenel title referral 5-9-05.doc

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EXHIBIT G

John Hancock Life Insurance Company

Investment No: 6518467
 File Name: Montgomery Square Partnership
 Regional Office/Correspondent: John Hancock Real Estate Finance, Inc. - Philadelphia 040-03
 Property Name: Avenel @ Montgomery Square Apts Property Type: Multifamily Garden Style
 Location (city / state): Montgomeryville Pennsylvania Total # Units 256
 Jun Han Rating: MLI Rating: BBB JH Rating: BAA1

Key Statistics:

Loan Amount: \$32,000,000 Loan per Unit \$125,000
 Term: (in years) 10 Amortization 30 Interest Only 0 Avg Life: 9.29
 Base Spread: 134 Forward BPS: 45 Embedded Fees: 7 Total Spread: 186
 Matrix Spread at JH Rating Level: 145 Pricing Index: 10 year Treasury
 As Is Vacancy: n/a
 Stabilized Vacancy: 5.0%

	Current "As-Is"			Stabilized			
	Valuation	\$ / SF	LTV %	Valuation	\$ / Unit	LTV %	Stabilized Cap Rate
NOI Basis	Property is under construction.			\$47,302,807	\$184,777	67.65%	7.25%
NCF Basis				\$46,773,151	\$182,708	68.42%	7.25%
Appraisal Basis							
Cost of Land and Estimate to Build				\$35,555,800	\$138,889.84	90.00%	
Other Basis							
Breakeven Interest Rate:				10.60%			
Connections:		No					

Specific Conditions:

Principal Affiliates Requirements: James R. Koller, Frank C. Palopoli and Joseph P. Kelley
Guaranty Requirements: Standard non-recourse carve-outs.
Funding: This is a one-year (365 days) forward commitment.
Disbursement Requirements: Rents of at least \$4,221,126 plus other income of \$284,114 and a minimum NCF DSCR of 1.25:1 and 10% breakeven according to underwriting herein, with the possibility of a Rental Achievement Reserve subject to 75% LTV and 1.25:1 DSCR as described in commitment.
Estoppel & SNDA Requirements: N/A
Escrow Requirements: Real estate taxes. Replacement reserves and insurance escrow requirements have been suspended.
Rental Achievement Reserve: as described above, likely at closing, but limited to \$5,380,000.
Transfers Permitted: Two-time right to transfer with 1% fee.
Additional Proceeds: One time right between the 2nd and 5th loan years the Borrower may request additional funds of not less than \$1,000,000 at the then prevailing terms and rates. Amortization will be based on the remaining original amortization term.
Extension Option: Borrower as one time right to extend loan for 12 months at the then prevailing floating-rate terms and rates upon maturity of the original loan.
Prepayment Terms: Closed for 4 years; then open in full in the 5th year under a yield maintenance formula indexed to U.S. Treasury Securities having the closest matching maturity to the maturity date of the loan. The yield maintenance premium shall be discounted to its present value. The loan will be open to prepayment at par during the last 120 days of the loan term.
Monthly Payment Basis: Monthly payments will be on a 30/360 day basis.
Financial Statements: Borrower certified acceptable if CPA audited not available. Quarterly statements not required unless loan is in default.
Appraisal: Required loan to value of 75%
Borrower: SPE and SAE status was waived since the Borrower owns a separate piece of land. The land, however, must be transferred if Borrower wishes to use it as security for a loan.
Additional Application Fee: Should the 10-year treasury drop more than 45 bps prior to the closing, Borrower shall deposit up to 2% of the Loan principal as an additional application fee, which amounts shall be returned if that treasury shall increase above such threshold prior to closing.

Credit Group Remarks:

Great location, demographics and product type.
 Funding at 80% occupied versus MLI requirement of 90% mitigated by the full economic holdback.
 Credit recommends deal as structured.

JH 00405

John Hancock Life Insurance Company

Investment No: 6518467
File Name: Montgomery Square Partnership

Recommended By:
Investment Officer:

Timothy J. Malik

Date:

Credit Group:

Patricia Coyne

Date:

Team Leader:

David Henderson

Date:

Approved By:

Barry Nectow

Date:

Ivor Thomas

Date:

Paul English

Date:

Warren Thomson

Date:

John Hancock Life Insurance Company

File Name:	Avenel @ Montgomery Square Apts				Date:	8/16/2004
Mortgage Investment No. 6518467 Montgomery Square Partnership Multifamily 1100 Avenel Blvd. Montgomeryville Pennsylvania						
Rating:	MLI -	BBB	OSFI -	Satisfactory	New Loan	

LOAN TERMS: 10-Year Term, 30-Year Amortization, monthly payments on 30/360 basis; Option to extend Loan with a one-year floater.

ARREARS HISTORY: None, project under construction

Ground Lease: N/A

PROJECT

DESCRIPTION: The subject will be comprised of eight (8) three-story buildings and one four-story building. The buildings are wood structures with vinyl, wonder board and brick exterior, with side-by-side, six-foot, double-hung, insulated windows, pitched roofs with gable features, enclosed balconies or patios, and covered staircases. The four-story building will offer an elevator, recreation room, exercise room and access to common pool and patio. The buildings also offer interior garages and storage space for rent, as well exterior garages. The site will be landscaped and have pole lighting. The interior of the units will have 9-foot ceilings, track lighting, upgraded kitchens, walk-in closets, full-size washers and dryers, and security systems that can be leased on a monthly basis. All rooms will have phone lines and cable outlets. About 108 units will also have electric fireplaces.

LOCATION: The subject is located on a newly constructed dead-end road (Avenel Blvd.) that only serves the property. Avenel Boulevard intersects State Route 202 (DeKalb Pike) just south of where Route 202 intersects State Route 309 (Bethlehem Pike) and a half mile north of Route 63 (Welsh Road). Route 309 becomes a divided highway about two miles south of the subject and connects with the Pennsylvania Turnpike (I-276) about six miles south of the subject. I-476, the Blue Route, is about five mile southwest of the subject. The site is located between the Montgomery Mall and the Montgomery Square Shopping Center. Philadelphia is about 17 miles to the southeast

LOAN STATISTICS:	Stabilized
Loan Amount:	\$32,000,000
Final Lending Value:	\$47,000,000
Purchase Price:	\$35,555,800 Cost to Build
Income Value:	\$47,302,807
Cap Rate:	7.25%
Value Adjustment:	
Value / SF:	\$183,593.75
Loan / SF:	\$125,000.00
Loan / Value Ratio:	67.6%
Loan / SF @ Maturity	\$105,105.66
Balloon Loan / Value:	56.9%
DSC - NOI:	1.46
DSC - NCF:	1.44
DSC (25 yr Amort) - NOI:	1.36
DSC (25 yr Amort) - NCF:	1.35
Average Rental Rate (actual):	\$1,509.96
Average Rental Rate (market):	\$945.00
Breakeven Interest Rate:	10.60%

Credit Rating:

MLI - BBB OSFI - Satisfactory John Hancock - BAA1

INCOME, EXPENSE & LOAN ANALYSIS

John Hancock Life Insurance Company

Borrower: Montgomery Square Partnership
 Loan No.: 6518467
 Property Address: Montgomeryville Pennsylvania
 Property Type: Multifamily
 Date: 30Jul2004

Total Number of Units: 256
 Vacant Units: 0
 % Occupancy: 100%
 % Vacancy: n/a

Color Key: INPUT FIELD

Benchmark Rate: 6.180%
 Benchmark Rate (per period): 0.515%
 Benchmark Amortization Period (yrs): 25

Financial Statements Reviewed by: Timothy J. Molk
 Date: 28May2004

Vacancy as % Gross Income ->

Financial Statement Date Vacancy as % NRA	Actual			Current "In-Place" 2004	Pro Forma		Stabilized		Appraisal / CARS	
	2000	2001	2002		30Jul2004	30Aug2005	30Jul2004	30Aug2005		
INCOME										
Base Rent										
Occupied	0	0	0	0	0	4,638,600	18,120	4,638,600	18,120	0
Vacant	n/a	n/a	n/a	n/a	0	0	0	0	0	0
Total Rental Income	0	0	0	0	0	4,638,600	18,120	4,638,600	18,120	0
Expense Reimbursement	0	0	0	0	0	0	0	0	0	0
Percentage Rent	0	0	0	0	0	0	0	0	0	0
Parking Income	0	0	0	0	0	0	0	0	0	0
Other Income	0	0	0	0	0	312,213	1,220	312,213	1,220	0
Total Other Income	0	0	0	0	0	312,213	1,220	312,213	1,220	0
TOTAL GROSS INCOME	0	0	0	0	0	4,950,813	19,339	4,950,813	19,339	0
Vacancy	0	0	0	0	0	247,541	967	247,541	967	0
EFFECTIVE GROSS INCOME	0	0	0	0	0	4,703,272	18,372	4,703,272	18,372	0
OPERATING EXPENSES										
Real Estate Taxes	0	0	0	0	0	456,540	1,783	456,540	1,783	0
Property Insurance	0	0	0	0	0	72,780	284	72,780	284	0
Utilities	0	0	0	0	0	51,200	200	51,200	200	0
Repairs & Maintenance	0	0	0	0	0	157,184	614	157,184	614	0
Janitorial	0	0	0	0	0	0	0	0	0	0
Management Fee	0	0	0	0	0	164,815	643	164,815	643	0
Payroll & Benefits	0	0	0	0	0	280,000	1,094	280,000	1,094	0
Advertising & Marketing	0	0	0	0	0	51,500	201	51,500	201	0
Professional Fees	0	0	0	0	0	5,000	20	5,000	20	0
General & Administrative	0	0	0	0	0	35,000	137	35,000	137	0
Other Expenses	0	0	0	0	0	0	0	0	0	0
Sub Total - Operating Expenses	0	0	0	0	0	1,273,819	4,976	1,273,819	4,976	0
Ground Rent	0	0	0	0	0	0	0	0	0	0
Total Expenses	0	0	0	0	0	1,273,819	4,976	1,273,819	4,976	0
NET OPERATING INCOME	0	0	0	0	0	3,429,453	13,396	3,429,453	13,396	0
T.I. Cost / Reserve	0	0	0	0	0	0	0	0	0	0
L.C. Cost / Reserve	0	0	0	0	0	0	0	0	0	0
Cap Expenditures / Reserve	0	0	0	0	0	38,400	150	38,400	150	0
Reserves	0	0	0	0	0	38,400	150	38,400	150	0
ASH FLOW	0	0	0	0	0	3,391,053	13,246	3,391,053	13,246	0
MANAGEMENT FEE as % EGI	0.0%	0.0%	0.0%	0.0%	0.0%	3.50%	3.50%	3.50%	3.50%	0.0%
TOTAL EXPENSES as % EGI	0.0%	0.0%	0.0%	0.0%	0.0%	27.1%	27.1%	27.1%	27.1%	0.0%
NET OPERATING INCOME	0	0	0	0	0	3,429,453	13,396	3,429,453	13,396	0
NET CASH FLOW	0	0	0	0	0	3,391,053	13,246	3,391,053	13,246	0
Cap. Rate						7.250%	7.250%	7.250%	7.250%	0.000%
Income Value - NOI (calculated)						47,302,000	184,777	47,302,000	184,777	0
Income Value - NCF (calculated)						48,773,145	182,708	48,773,145	182,708	0
Appraiser's Final Value										0
Appr. Indicated Cap. Rate - NOI										0.00%
Appr. Indicated Cap. Rate - NCF										0.00%
Purchase Price	0									
Max. Loan Calculations:										
- Max Loan to Value	75%	0	0.00	0	0.00	35,477,100	138,582	35,477,105	138,582	0
- Max Loan to Value @ ACU Average	75%	0	0.00	0	0.00	35,477,100	138,582	35,477,105	138,582	0
- Min. DSC (NOI & Loan Terms)	1.25 x	0	0.00	0	0.00	37,408,502	146,127	37,408,507	146,127	0
- Min. DSC (NOI & 25 yr Amort)	1.25 x	0	0.00	0	0.00	34,886,781	136,270	34,886,786	136,277	0
Loan Amount						32,000,000	125,000	32,000,000	125,000	0
Interest Rate						6.180%	6.180%	6.180%	6.180%	0.000%
Loan Term						120 mths	120 mths	120 mths	120 mths	0.000%
Interest Only Period						mths	mths	mths	mths	0.000%
Amortization						360 mths	360 mths	360 mths	360 mths	0.000%
Monthly Payment						195,574.86	105,574.86	105,574.86	105,574.86	0.00
Annual Debt Service						2,346,900	1,266,900	1,266,900	1,266,900	0
Superior Debt Service Expense (Annual)						0	0	0	0	0
Subsequent Debt Service Expense (Annual)						0	0	0	0	0
DSC - NOI	0.06 x	0.00 x	0.00 x	0.00 x	0.00 x	1.46 x	1.46 x	1.46 x	1.46 x	0.00 x
DSC - NCF	0.00 x	0.00 x	0.00 x	0.00 x	0.00 x	1.44 x	1.44 x	1.44 x	1.44 x	0.00 x
DSC (25 yr Amort) - NOI	0.00 x	0.00 x	0.00 x	0.00 x	0.00 x	1.30 x	1.30 x	1.30 x	1.30 x	0.00 x
DSC (25 yr Amort) - NCF	0.00 x	0.00 x	0.00 x	0.00 x	0.00 x	1.35 x	1.35 x	1.35 x	1.35 x	0.00 x
Combined Total DSC - NOI	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Combined Total DSC - NCF	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Loan to Value (PBO / Value)	0.0%	0.0%	0.0%	0.0%	0.0%	67.65%	67.65%	67.65%	67.65%	0.0%
Loan to Value (PBO / Value)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$125,000	\$125,000	\$125,000	\$125,000	\$0.00
Loan to Value (PBO / Value)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$14,806	\$14,806	\$14,806	\$14,806	\$0.00
Net Breakeven Rent (Before Vacancy)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$14,806	\$14,806	\$14,806	\$14,806	\$0.00
Breakeven Interest Rate (line only) - SNCF	0.00%	0.00%	0.00%	0.00%	0.00%	10.60%	10.60%	10.60%	10.60%	0.00%
PBO @ End of Term (Balloon)	\$0	\$0	\$0	\$0	\$0	\$26,907,048	\$26,907,048	\$26,907,048	\$26,907,048	\$0
Balloon / sf	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$105,105.06	\$105,105.06	\$105,105.06	\$105,105.06	\$0.00
Balloon Loan / Value	0%	0%	0%	0%	0%	57%	57%	57%	57%	0%

JH 00408

John Hancock Life Insurance Company



A meeting of the Mortgage and Real Estate Loan Committee was held on

8/16/04

Voted - To authorize the following investment:

Investment:	6518467	Avenel @ Montgomery Square Apts	<u>Company</u>	<u>\$ Allocation</u>
			JHLICO Allocation	\$29,900,000
Type of Investment:	Mortgage Loan		IPLICO Allocation	\$2,100,000
Lien Position or Priority	First			
Investment Amount	\$32,000,000	\$125,000 per Unit		
Rollover of Existing Loan	No			
Loan Term	120	months		
Amortization Term	360	months		
Summation Value	\$47,000,000	\$184,804 per Unit		
Maximum Loan to Value	68.09%			
Minimum DSCR	1.45	times		
Interest Rate (Note Rate)	6.180% per annum	Effective Yield Semi-Annual Rate (30/360 basis)	6.260%	
Interest Calculation	30/360	Average Life	9.29	
		Duration	6.76	
Less: embedded Fee	-0.071%	Monthly Spread over Treasury	179	
		Semi-Annual Spread over Treasury	187	
Effective Yield Monthly	6.109%	REIG Department Rating	BAA1	

<u>Collateral Property</u>	<u>Property Type/Sub-Type</u>	<u>Property Size</u>	
Avenel @ Montgomery Square Apts	Multifamily	256	Units
Montgomeryville Pennsylvania	Multifamily - Garden Apartments		
Investment Officer	Timothy J. Malik		
2nd Investment Officer	Ryan Hawley		
Originating Correspondent	John Hancock Real Estate Finance, Inc. - Philadelphia	040-03	
Servicing Correspondent	John Hancock Real Estate Finance, Inc. - Philadelphia	040-03	
Closing Analyst	Robin Costa		
Internal Counsel	Nathaniel Margolis		

VOTED INVESTMENT

Investment: 6518467 Investment Amount: \$32,000,000
 Avenel @ Montgomery Square Apts

Loan Overview:

- The security is a class-A, 256-unit apartment project under construction in Montgomeryville, Pennsylvania (suburban north Philadelphia). The property will be comprised of 256 garden-style apartments (125 one-bedrooms and 131 two-bedrooms) in eight three-story buildings and one four-story building (which will also hold the clubhouse).
- Construction of the security is scheduled to be complete in March 2005, and 17 of the 22 units completed to date have been leased. Funding will occur when the property is fully constructed and is at least 80% occupied (August 2005 at the latest). A Rental Achievement Reserve will be funded if the property does not achieve the underwritten rents. Because of the construction and occupancy requirements, the Loan is priced as a one-year forward commitment.
- The debt service coverage ratio for a 10% Constant is 1.06:1 and the breakeven interest rate is 10.6%.

Loan Information - Voted Section:

Borrower/Applicant	Montgomery Square Partnership		
Loan Amount	\$32,000,000	Underwriter's Capped Value	\$47,309,708
Loan per SF/Unit/Pad	\$125,000	Underwriter's LTV	67.64%
Loan Term - years	10	Underwriter's NOI	\$3,429,954
Amortization - years	30	Underwriter's Cap Rate	7.250%
Interest Only Period - years	0	Underwriter's Cash Flow	\$3,391,554
Interest Rate	6.180%	Underwriter's DSCR	1.45
Contract Type	Fixed Rate	Annual Debt Service	\$2,346,900
Interest Method	30/360	Monthly Debt Service	\$195,574.96
Payment Constant	7.334%	Service Fee	0.029%
Balloon Balance	\$26,963,760	Secondary Financing in Place	No
Sanctified Loan (Yes/No)	Yes	Amount	
Ground Lease	No	Secondary Financing Type	N/A
Recourse to Borrower	No	Secondary Financing Permitted in Future	Yes
Recourse to Principal/Sponsor	No	Amount	
Due on Sale	Yes	Secondary Financing Type	Secured by Property
Partial Release Allowed	No	Lockbox	No
Cross Collateralized	No	Lockbox Status	
Cross Defaulted	N/A	Rate Reset/Loan Term Extension Option	Yes
Crossed Loans		See Supplemental Page Attached to Vote	

Other Loan Information - Memorandum Section

Assumption Provision (# times)	2	Payment Due Date	1st
Index Name	10 year Treasury	Grace Day Period for Late Charge	5
10 year Treasury	4.43%	Late Charge	4%
Fraud Carve out		Grace Day Period for Default	5
Borrower	Yes	Default Interest Rate	5%
Sponsor	Yes		
Environmental Indemnification			
Borrower	Yes		
Sponsor	Yes		

Loan Terms Description - Voted Section

- The Borrower was given 365 days to close the Loan although the typical commitment is 60 days. The net spread includes 45 basis points for the cost of this extra 305 days of forward commitment. The closing date may be extended for up to 90 days at the cost of an adding five (5) basis point to the interest rate for each 30-day extension period or portion of a 30-day extension period. - Funding will occur when the property is complete and is at least 80% occupied. If the Borrower closes before the gross underwritten rents are achieved, a Rental Achievement Reserve will be held by John Hancock for that portion of the Loan in excess of a 75% LTV and/or under 1.25 DSCR as described in the commitment. The Borrower will have a one-time right to request all or a portion of this reserve during the six-month period after the Closing for achieved rents. Any remaining reserve amount may be applied to the Loan principal, at John Hancock's discretion, but with no prepayment premium.
- The Borrower will have the one-time right to request additional Loan proceeds, with a minimum amount of \$1 million, between the 2nd and 5th Loan Years at the then market interest rate, subject to a 75% LTV and 1.25 DSCR, and other conditions, including approval of John Hancock. The Borrower shall also have the right to have one second mortgage by a third-party lender subject to these same LTV and DSCR conditions and other conditions.
- The Loan may be extended for one (1) year with a floating-rate interest rate at an interest rate spread offered by John Hancock for loans of similar-type apartment buildings in the Philadelphia metropolitan area.

VOTED INVESTMENT

Investment:	6518467	Investment Amount:	\$32,000,000
	Avenel @ Montgomery Square Apts		

Lines of Business Allocations - Voted Section**JHLICO Accounts****\$ Allocation**

GBRE	\$3,900,000
GRP.INS	\$3,000,000
RLTC	\$5,000,000
Remain	\$4,200,000
Open	\$2,600,000
IQA	\$10,000,000
REFA	\$1,200,000

IPLICO Accounts**\$ Allocation**

IPLiCo	\$2,100,000
--------	-------------

Total JHLICO	\$29,900,000
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Total IPLICO	\$2,100,000
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Prepayment Terms - Voted Section**Prepayment Premium**

Lo	48
YM1	69
Open	3

Partial Payment Allowed	No
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Prepayment Terms Description - Voted Section

Closed for 4 years; then open in full in the 5th year under a yield maintenance formula indexed to U.S. Treasury Securities having the closest matching maturity to the maturity date of the loan. The yield maintenance premium shall be discounted to its present value. The loan will be open to prepayment at par during the last 90 days of the loan term.

Key Date Information - Voted Section

Rate Lock Date	8/2/2004	Commitment Expiration	8/2/2005
Approval Date	8/16/2004	Vote Expiration	8/15/2005

INVESTMENT MEMORANDUM

Investment: 6518467

Investment Amount: \$32,000,000

Avenel @ Montgomery Square Apls

Strengths of Deal

- The security is a newly constructed, class-A apartment complex located in a strong apartment market that has not had new apartment construction in over 15 years.
- The developers of the security have extensive construction experience and they have contracted with a very experienced management and marketing firm to direct the lease up and property operations.

Weaknesses of Deal

- The property does not have an operating history since it is under construction and in its lease-up phase. However, leasing for the first building has been strong. In addition, a waiting list of 103 prospects has been assembled for certain units in other buildings now under construction. Operating expenses were also conservatively estimated to be \$5,527/unit per year, even though tenants pay for most utilities.

Exceptions to Guidelines

- Funding will occur when the property is complete and is at least 80% occupied. If the Borrower closes before the gross underwritten rents are achieved, a Rental Achievement Reserve will be held by John Hancock for that portion of the Loan in excess of a 75% LTV and/or under 1.25 DSCR as described in the commitment. The Borrower will have a one-time right to request all or a portion of this reserve during the six-month period after the Closing for achieved rents. Any remaining reserve amount may be applied to the Loan principal, at John Hancock's discretion, but with no prepayment premium.
- The Borrower will have the one-time right to request additional Loan proceeds, with a minimum amount of \$1.0 million, between the 2nd and 5th Loan Years at the then market interest rate, subject to a 75% LTV and 1.25 DSCR, and other conditions, including approval of John Hancock. The Borrower shall also have the right to have one second mortgage by a third-party lender subject to these same LTV and DSCR conditions and other conditions.
- The Loan may be extended for one (1) year with a floating-rate interest rate at an interest rate spread offered by John Hancock for loans of similar size, type, location and character secured by rental apartment buildings in the Philadelphia metropolitan area.
- Late charges will be 4% instead of 5%, and the interest rate add-on for defaults was reduced from 7% to 5%.
- SPE and SAE status was waived since the Borrower owns a separate piece of land. This land, however, must be transferred if Borrower wishes to use it as security for a loan.

INVESTMENT MEMORANDUM

Investment:	6518467	Investment Amount:	\$32,000,000
	Avenel @ Montgomery Square Apts		

<u>Use of Funds</u>		<u>Borrower Purchase Information</u>	
Loan Purpose	Refinance	Purchase Date	06/01/96
Loan Amount	\$32,000,000	Purchase Price	\$7,680,000
Less Current Debt/Purchase Price	\$30,742,000 Wilmington Trust &	Capital Expenditures	\$27,875,801
Closing Cost/Other Expenses	\$5,063,801 Wachovia	Borrower Investment Basis	\$35,555,801
Net Proceeds to Borrower	-\$3,805,801		

<u>Loan Fees</u>	<u>\$ Amount</u>	<u>% of Loan</u>	
Processing Fee	\$5,000	0.02%	
Application Fee	\$320,000	1.00%	
Commitment Fee	\$640,000	2.00%	
Embedded Origination Fee	\$160,000	0.50%	JHREF - Philadelphia
Broker's Origination Fee	\$160,000	0.50%	Carey, Kramer, Pettit, Panichelli & Associates

Purchase Information / Previous History

- The Borrower purchased the site in 1996, rezoned it, obtained building permits and started construction in late 2003. At closing, the Borrower will have an estimated \$3.8 million of cash equity in the property.

Borrower Information

Borrower/Applicant	Montgomery Square Partnership		
Entity Type	Partnership		
State of Incorporation	Pennsylvania		
Single Asset Entity	No	Independent Director	No
Special Purpose Entity	No	Non-Consolidation Opinion	No
Bankruptcy Remote Entity	No		
Property Management Company	Buzzuto Management	Affiliate of Borrower	No

Borrower Entity Information

- The Borrower is a general partnership composed of three limited partnerships, all formed in Pennsylvania. (1.) Vestmont Limited Partnership's general partner is Vesterra Corporation (which 1% is owned equally by James P. Koller and Frank C. Palopoli) and the LP units are owned 44.5% by James R. Koller, 44.5% by Frank C. Palopoli, and 10% by Joseph P. Kelley. (2.) Vestmont Limited Partnership II's general partner is also Vesterra Corporation (which 1% is owned equally by James P. Koller and Frank C. Palopoli) and the LP units are owned 38.28% by James R. Koller, 38.28% by Frank C. Palopoli, and 22.44% by Joseph P. Kelley. (3.) Vestmont Limited Partnership III's general partner is also Vesterra Corporation (which 1% is owned equally by James P. Koller and Frank C. Palopoli) and the LP units are owned 66.17% by Koller Kelly Partnership, LP and 32.83% by FCP Group LP.

Database Searched	Issue	Database Searched	Issue
Bankruptcy	No	UCC-1	No
Credit Report	No		
Civil Records	No		
Judgments	No		
Secretary of State	No		
Tax Authority/Liens	No		

Description of Credit Issues - Borrowing Entity Only

- None known.

INVESTMENT MEMORANDUM

Investment:	6518467	Investment Amount:	\$32,000,000
	Avenel @ Montgomery Square Apts		

Principal/Sponsor Information

First Principal/Sponsor Name	James P. Koller		
Net Worth	\$25,100,415	as of	6/30/2004 Source Financial Statement

Was the Principal/Sponsor ever convicted of a felony?	No
Was the Principal/Sponsor ever subject to a substantial lawsuit or judgment in the past 3 years?	No
Has the Principal/Sponsor ever failed to repay debt in full?	No
Was the Principal/Sponsor ever subject to foreclosure?	No
Was the Principal/Sponsor ever in bankruptcy?	No

Second Principal/Sponsor Name	Frank C. Palopoli		
Net Worth	\$21,634,000	as of	6/30/2004 Source Personal Balance Sheet

Was the Principal/Sponsor ever convicted of a felony?	No
Was the Principal/Sponsor ever subject to a substantial lawsuit or judgment in the past 3 years?	No
Has the Principal/Sponsor ever failed to repay debt in full?	No
Was the Principal/Sponsor ever subject to foreclosure?	No
Was the Principal/Sponsor ever in bankruptcy?	No

Principal/Sponsor Comment

~ James P. Koller is an attorney who specialized in real estate law for 10 years until founding, in 1986, the Vesterra Corporation, the general partner of the Borrower. Vesterra develops both commercial properties and single-family homes. Mr. Koller was associated with Dilworth Paxson Kalish & Kauffman and later with Dechert Price & Rhoads prior to his involvement with Vesterra. Mr. Koller guarantees the non-recourse carve outs and has a net worth of \$25.1 million with liquid assets of \$14.6 million.

~ Frank C. Palopoli has over 25 years of real estate experience and, prior to co-founding Vesterra, was a principal in Blue Bell Realty Services, Inc. and Berwind Realty Services, Inc. Both firms provided work-out, development and real estate services to corporate, institutional and private individuals. Mr. Palopoli guarantees the non-recourse carve outs and has a net worth of \$21.6 million with liquid assets of \$9 million.

~ Joseph P. Kelley joined Vesterra in 1987. Before joining Vesterra he was a financial manager for mergers and acquisitions for Foster Medical. He began his career as an auditor with Price Waterhouse. Mr. Kelley also guarantees the non-recourse carve outs and has a net worth of \$3.6 million with liquid assets of \$738,000.

Principal/Sponsor related John Hancock Loans

~ None.

INVESTMENT MEMORANDUM

Investment:	6518467	Investment Amount:	\$32,000,000
	Avenel @ Montgomery Square Apts		

Escrows

Reserve Type	Required	Amount at Closing	Monthly Amount	Cap
Tax	Yes			
Insurance	No			
Capex	No			
Deferred Maintenance	No			
TI/LC	No			
Environmental	No			

Reserve Comments

~ Funding will occur when the property is complete and is at least 80% occupied. If the Borrower closes before the gross underwritten rents are achieved, a Rental Achievement Reserve will be held by John Hancock for that portion of the Loan in excess of a 75% LTV and/or under 1.25 DSCR as described in the commitment. The Borrower will have a one-time right to request all or a portion of this reserve during the six-month period after the Closing for achieved rents. Any remaining reserve amount may be applied to the Loan principal, at John Hancock's discretion, but with no prepayment premium.

~ Reserves for insurance, replacements and leasing costs will be suspended as long as the Loan does not have an event of default, and subject to other customary conditions.

INVESTMENT MEMORANDUM

Investment: 6518467 **Investment Amount:** \$32,000,000
Avenel @ Montgomery Square Apts

Location Information

Property Name Avenel @ Montgomery Square Apts **County** Montgomery
Address 1100 Avenel Blvd. **MSA** Philadelphia
Montgomeryville Pennsylvania 19454

Location Description

~ The subject is located on a newly constructed dead-end road (Avenel Blvd.) that only serves the property. Avenel Boulevard intersects State Route 202 (DeKalb Pike) just south of where Route 202 intersects State Route 309 (Bethlehem Pike) and a half mile north of Route 63 (Welsh Road). Route 309 becomes a divided highway about two miles south of the subject and connects with the Pennsylvania Turnpike (I-276) about six miles south of the subject. I-476, the Blue Route, is about five mile southwest of the subject. The site is located between the Montgomery Mall and the Montgomery Square Shopping Center. Philadelphia is about 17 miles to the southeast.

~ The population in a three mile radius is approximately 63,400 individuals and median household income is about \$69,000 while average household income is about \$89,000.

Property Information

Property Type	Multifamily	Property Kind Code	B
Property Sub-Type	Multifamily - Garden Apartments	Property Type Code	19
Garden Apts (1980+)		Property Sub-Type Code	101
Total Number of Units	256	Land area	18.35
Total Net Rentable Sq. Ft.	274,931	Open Parking	404
Number of Buildings	9	Covered Parking	112
Number of Floors	3	Total Parking	516
Year Built	2004-05	Parking Ratio	2.02
Year Renovated	0	Sewer	Public
Elevators	1	Water	Public
Building Frame	Steel	HVAC System	Package Units
Exterior	Vinyl	Fuel	Electric
Roof Type	Pitched	Seismic Zone	2
Roof Material	Shingle	Alquist Priolo Zone	No
Ground Lease	No	PML Factor	
Ground Lease Expiration	N/A	Storm/Hurricane Zone	No
Ground Lease Subordinate	N/A	Flood Zone	
		Environmental Issues	No

Property Description

~ The subject will be comprised of eight (8) three-story buildings and one four-story building. The buildings are wood structures with vinyl, wonder board and brick exterior, with side-by-side, six-foot, double-hung, insulated windows, pitched roofs with gable features, enclosed balconies or patios, and covered staircases. The four-story building will offer an elevator, recreation room, exercise room and access to common pool and patio. The buildings also offer interior garages and storage space for rent, as well exterior garages. The site will be landscaped and have pole lighting.

~ The interior of the units will have 9-foot ceilings, track lighting, upgraded kitchens, walk-in closets, full-size washers and dryers, and security systems that can be leased on a monthly basis. All rooms will have phone lines and cable outlets. About 108 units will also have electric fireplaces.

INVESTMENT MEMORANDUM

Investment: 6518467 Investment Amount: \$32,000,000
 Avenel @ Montgomery Square Apts

Additional Property Information

Rent Controlled	No	Electric Paid By	Tenant
Rent Subsidized	No	Heat Paid By	Tenant
Section 42	No	Water Paid By	Tenant
Section 8	No	Sewerage Paid By	Tenant

Utilities/Expenses Paid by Tenant

~ Tenants pay for all utilities to their units.

Utilities/Expenses Paid by Landlord

~ Landlord pays for common area utilities. Only the four-story building will have fully enclosed hallway and staircases.

General Comments

~ This is a project under construction.

Amenities

Air Conditioning	Yes	Fireplace	Yes	Health Club	Yes
Washer/Dryer	Yes	Laundry	No	Club Room	Yes
Dishwasher	Yes	Security	Yes	Pool	Yes
Trash Compactor	No	Other Amenities	Yes	Hot Tub	No
				Tennis	No

Amenities Comments

~ These apartments will also offer security system rental, 9-foot ceilings, track lighting, multiple phone lines and high-speed cable outlets, private patios or balconies, full-size washer and dryer, walk-in closets, extra storage space and attached or detached garages for rent.

~ The common area will offer a residence lounge, executive business center, exercise room and resort-style pool. Most units will have two parking spaces.

Tenant Mix

Family	40%	Senior	10%	Military	5%
Single	60%	Student	10%	Other	5%

Tenant Mix Comment

~ This is an upscale residential development that targets mid to upper income individuals and professionals.

Environmental Issue Comment

~ None known.

JH 00417

INVESTMENT MEMORANDUM

Investment:	6518467	Investment Amount:	\$32,000,000
	Avenel @ Montgomery Square Apts		

Valuation Summary

NOI	\$3,429,954		
Underwriter's Cap Rate	7.250%	Loan to Value Ratios	
Underwriter's Capped Value	\$47,309,708	Underwriter's Capped	67.64%
Discounted Cash Flow Value		Discounted Cash Flow	0.00%
External Appraisal		External Appraisal	0.00%
Summation Value	\$47,000,000	Summation Value	68.09%

Land Area	18.35	Physical Valuation	
Land Value per Acre	\$418,529	Land	\$7,680,007
Total Gross Building Area	274,931		
Building Cost per Sq. Ft. (net)	\$101.39	Building	\$27,875,254
Other Site Improvements		Site Improvement	\$0
		Total Physical Value	\$35,555,261

Valuation Comment

- RENTAL COMPS: Nine comparable properties were identified with one bedroom rents from \$1,020 - \$1,461/unit and two bedroom rents from \$933 - \$1,790/unit, while the subject projects rents of \$1,197 - \$1,790/unit for the one bedrooms and \$1,609 - \$1,846/unit for the two bedrooms and \$1,895 - \$2,200/unit for the three bedrooms. Only one comparable property is nearby but is over 20 years old. The remaining comparable properties will not compete with the subject since the distance is in excess of five mile, and most of those are much older properties as well. The rent-per-square-foot of the rental comps indicate that the subjects rents are similar to market rents, even though the subject has the advantage of being brand new.

- Condominium sales comps range from \$173,900 to \$264,000 while the subjects valuation is \$184,777/unit.

- Capitalization rates range from 6.25% to 7.5%, with the newer apartment buildings going in the lower cap rates. The subject's valuation is based on a 7.25% cap rate.

- Comparable sales for garden-style apartment building built since 1990 range from \$104,000/unit to \$149,000/unit. The Regatta Apartments in Norristown (an inferior location) is currently being marketed at \$172,000/unit.

<u>Market/Sub-Market Performance</u>	<u>Market</u>	<u>Sub-Market</u>	<u>Competitive Group</u>
Name of Market	Philadelphia	Lansdale/Gwynedd	
Total Units	194,682	5,880	
Total Vacancy (current/worst/best)	3.8%/3.8%/1.6%	4.9%/4.9%/0.09%	
New Supply - Coming Year (units)	1,461	100	
New Supply last 12 months	401	0	
Net Absorption last 12 months	303	-18	
Projected net absorption next 12 mths	1,059	110	
Effective Rent / Unit	\$886	\$945	
Peak Rent / Unit	\$878	\$945	
Last Year's Rent / Unit	\$878	\$936	
Median Operating Expenses / Unit			
Concessions			

Source of Market Information REIS, Marcus & Millichamp

Market/Sub-Market Comment

- According to REIS, the Lansdale/Gwynedd apartment market (5,880 units in 29 projects) is 4.9% vacant and with a median vacancy rate of 3.4%. Rental growth should moderate after growing 2.7% during the previous year. The average asking rent is \$945/month. No new units have been constructed during the last four years and only 32 units have been built since 1999. The subject is the only complex under construction or planned in this submarket at this time. The Greater Philadelphia apartment market (194,270 units in 1,141 projects) is 3.8% vacant and rental growth should also moderate after growing 3.2% over the previous year. Roughly 1,461 units are under construction and are projected to be absorbed with minor effect on the overall vacancy.

- Marcus & Millichamp project slightly increasing vacancy for the Philadelphia market, but also rent increases of 3.8% in 2004.

- Two apartment properties were recently built in different submarkets about eight miles south or west to the subject. The Glen at Lafayette Hill (139 units) located in Lafayette, PA was developed in 1999 and reached stabilization within 10 months. Henderson Square (128 units) located in King of Prussia was built in 2001 and was stabilized within 12 months. The subject's 256 units are projected to be stabilized within 20 months from the start of construction.

- The population in a three mile radius is approximately 63,400 individuals and median household income is about \$69,000 while average household income is about \$89,000. Of that population, about 24% rent their homes.

INVESTMENT MEMORANDUM

Investment: 6518467
 Property: Avenel @ Montgomery Square Apls
 Statement Name: Cash Flow Analysis
 Investment Amount: \$32,000,000
 No. of Units: 266

Statement Name

Period Ended	12/31/00	12/31/01	12/31/02	\$ / Unit	% of EGI	Underwritten	\$ / Unit	% of EGI	Appraisal	\$ / Unit % of EGI	Cash Flow Footnotes
INCOME:											
Base Rent - Occupied	\$0	\$0	\$0	\$0	0%	\$4,638,600	\$1,510	99%	\$0	\$0 0%	a
Base Rent - Vacant	\$0	\$0	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0 0%	a
Laundry/Vending Income	\$0	\$0	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0 0%	b
Parking Income	\$0	\$0	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0 0%	b
Other Income	\$0	\$0	\$0	\$0	0%	\$312,213	\$102	7%	\$0	\$0 0%	b
Gross Income	\$0	\$0	\$0	\$0	0%	\$4,950,813	\$1,612	105%	\$0	\$0 0%	c
Vacancy Allowance	\$0	\$0	\$0	\$0	0%	\$247,541	\$81	5%	\$0	\$0 0%	c
Effective Gross Income	\$0	\$0	\$0	\$0	0%	\$4,703,272	\$1,531	100%	\$0	\$0 0%	
OPERATING EXPENSES:											
Real Estate Taxes	\$0	\$0	\$0	\$0	0%	\$455,540	\$1,783	10%	\$0	\$0 0%	d
Property Insurance	\$0	\$0	\$0	\$0	0%	\$72,780	\$284	2%	\$0	\$0 0%	e
Utilities	\$0	\$0	\$0	\$0	0%	\$51,200	\$200	1%	\$0	\$0 0%	f
Repairs and Maintenance	\$0	\$0	\$0	\$0	0%	\$155,684	\$612	3%	\$0	\$0 0%	f
Management Fees	\$0	\$0	\$0	\$0	0%	\$164,615	\$643	4%	\$0	\$0 0%	g
Payroll & Benefits	\$0	\$0	\$0	\$0	0%	\$280,000	\$1,094	6%	\$0	\$0 0%	f
Advertising & Marketing	\$0	\$0	\$0	\$0	0%	\$51,500	\$201	1%	\$0	\$0 0%	f
Professional Fees	\$0	\$0	\$0	\$0	0%	\$5,000	\$20	0%	\$0	\$0 0%	f
General and Administrative	\$0	\$0	\$0	\$0	0%	\$35,000	\$137	1%	\$0	\$0 0%	f
Other Expenses	\$0	\$0	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0 0%	f
Ground Rent	\$0	\$0	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0 0%	f
Total Operating Expenses	\$0	\$0	\$0	\$0	0%	\$1,273,319	\$4,974	27%	\$0	\$0 0%	
Net Operating Income	\$0	\$0	\$0	\$0	0%	\$3,429,954	\$13,388	73%	\$0	\$0 0%	
Reserves	\$0	\$0	\$0	\$0	0%	\$38,400	\$150	1%	\$0	\$0 0%	h
Extraordinary Capital Expenditures	\$0	\$0	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0 0%	i
Total LC, TI's and Capital	\$0	\$0	\$0	\$0	0%	\$38,400	\$150	1%	\$0	\$0 0%	
Cash Flow Available for D. S.	\$0	\$0	\$0	\$0	0%	\$3,391,554	\$13,248	72%	\$0	\$0 0%	
Annual Debt Service	\$2,346,900	\$2,346,900	\$2,346,900	\$2,346,900		\$2,346,900			\$2,346,900		
Net Cash Flow after Debt Service						\$1,044,654					
DSCR						1.45					

JH 00419

INVESTMENT MEMORANDUM	
Investment: 6518467	Investment Amount: \$32,000,000
Property: Avenal @ Montgomery Square Apts	No. of Units 256
Cash Flow Footnotes	
General Comments	
- The rents and expenses are based on market studies and projections by the developer.	
a.) GPR is based on rental projections, a market study and some preleasing.	
b.) Other income is based on rental of security systems, storage spaces, and garages, as well as application fees, and late fees.	
c.) Vacancy allowance was taken at 5% which is below the sub-market vacancy rate.	
d.) Real estates taxes were underwritten based on an estimate of final assessed value.	
e.) Insurance was underwritten based on insurance bids.	
f.) General operating expenses were underwritten based on the developer's budget and estimates of operating costs.	
g.) Management fee was underwritten at 3.75%, which is a market rate for like-type properties.	
h.) Replacement reserves were underwritten at \$150 per unit since this new construction.	
i.) Extraordinary capital items were not underwritten since this is project will me new construction.	

INVESTMENT MEMORANDUM

Investment: 5518467 Investment Amount: \$32,000,000
 Property Name: Apsal @ Montgomery Square Apts Unit Mix Analysis
 Property Type: Multifamily
 Rent Roll Date: 1/01/2000
 Total Number of Units: 256
 Current Occupancy: 100.0%

Type	Unit Description	Number of Units	Total Sq. Ft.	Average Sq. Ft./Unit	OCCUPIED			Rental Range			VACANT			UNDERWRITTEN		
					Number of Occupied Units	Physical Occupancy	Total Monthly Rent for Occupied Units	Average Monthly Rent per Sq. Ft.	Low	High	Monthly Rent for Vacant Units (Market)	Total Monthly Rent for Vacant Units	Total Monthly Rent	Underwritten Monthly Rent per Unit	Underwritten Rent per Sq. Ft.	
1 BR	A	30	23,640	788	30	100%	\$36,750	\$1,225			\$1,225	\$0	\$36,750	\$1,225	\$1.55	
1 BR	B	48	40,686	852	48	100%	\$60,000	\$1,250			\$1,250	\$0	\$60,000	\$1,250	\$1.47	
1 BR	C	15	14,655	977	15	100%	\$21,000	\$1,400			\$1,400	\$0	\$21,000	\$1,400	\$1.43	
1 BR	B-L	32	32,224	1,007	32	100%	\$47,200	\$1,475			\$1,475	\$0	\$47,200	\$1,475	\$1.46	
2 BR	F	8	9,264	1,158	8	100%	\$12,600	\$1,575			\$1,575	\$0	\$12,600	\$1,575	\$1.38	
2 BR	E	68	81,006	1,174	68	100%	\$112,470	\$1,630			\$1,630	\$0	\$112,470	\$1,630	\$1.38	
2 BR	E-L	34	45,934	1,351	34	100%	\$60,350	\$1,775			\$1,775	\$0	\$60,350	\$1,775	\$1.31	
2 BR	G	16	21,472	1,342	16	100%	\$28,800	\$1,800			\$1,800	\$0	\$28,800	\$1,800	\$1.34	
2 BR	D	4	5,640	1,460	4	100%	\$7,380	\$1,845			\$1,845	\$0	\$7,380	\$1,845	\$1.26	
Totals		256	274,931	1,074	256	100%	\$368,550				\$0	\$0	\$368,550			

Total Annualized Rent \$4,638,600

Rent Roll Comments

- The project is under construction so the rents are projections of actual final lease up. If these rents are not achieved, the loan will only be funded up to a 75% LTV and 1.25 DSC based on the actual NOI and the appraisal.

JH 00421

Investment Number: 6518467 Loan Term - Mths / Amortization - Mths 120 36

Asset Name: Asset of Montgomery Source Asset Interest Rate / Payment Constant: 6.180% 7.334%

Asset Location: Montgomeryville Semi-Annual Equivalent: 6.260%

Asset Address: Pennsylvania Average Life: 9.29

Investment Officer: Timothy J. Malik Duration: 6.76

Treasury Spread 186.77

RATING: BAA1

Issuing Correspondent: John Hancock Real Estate Finance, Inc. - Philadelphia 040-03

Selling Correspondent: John Hancock Real Estate Finance, Inc. - Philadelphia 040-03

QUALITY	EXCELLENT	GOOD	GOOD	FAIR	POOR	POOR
	3	2	1	0	-0.5	-1
PROPERTY	N	N	N	N	N	N
REVENUE	N	N	N	N	N	N
DEBT	N	N	N	N	N	N
QUALITY	N	N	N	N	N	N
MEMBERSHIP	N	N	N	N	N	N

X	TOTAL
3	3
4	8
3	6
2	2
1	1
	22

Total Security Rating Scale

	<4%	4.5%-4.9%	5.0%-5.4%	5.5%-5.9%	6.0%-6.4%	6.5%-6.9%	7.0%-7.4%	7.5%-7.9%	8.0%-8.4%	8.5%-8.9%	9.0%-9.4%	>=10.0%
68.09%	3.00	2.75	2.50	2.25	2.00	1.75	1.50	1.25	1.00	0.75	0.50	-1.00
1.45	3.00	2.78	2.56	2.33	2.11	1.89	1.67	1.44	1.22	1.00	0.75	-1.00
1.302	3.00	2.78	2.56	2.33	2.11	1.89	1.67	1.44	1.22	1.00	0.75	-1.00

UNDERWRITING

COVERAGE

LCAPAC

5	6.10
---	------

4	4.00
---	------

Total Underwriting Rating Scale

Rating Adjustment Comments

Sizing Constant Information

Loan Amount \$32,000,000

Sizing Constant 10.00%

Annual Debt Service \$3,200,000

Underwritten CFADS \$3,391,554

DSCR 1.08

Minimum DSCR 1.05

Interest Rate Calculation

Interest Rate Constant 8.66%

Interest Rate Balance \$26,963,760

Interest Rate Service \$2,604,689

Interest Rate CFADS \$3,391,554

Interest Rate Annual DSCR 1.302

Interest Rate Minimum DSCR 1.15

Interest Rate at 1.20 DSCR (using

Interest Rate Reference Sizing Constant

Interest Rate Interest Rate)

Total Points from Security Scale

Total Points from Underwriting Scale

Sub Total

ADJUSTMENTS:

GRAND TOTAL:

Rating

BAA1

XXXX

	AAA	AA1	AA2	AA3	A1	A2	A3	BAA1	BAA2	BAA3	BA1	BA2	BA3	B1	B2	B3	CAA
>70	58.09	55.57	52.34	49.51	45.48	40.44	30.39	22.29	15.21	12.14	9.11	7.8	5.6	3.4	-14.2	-15	

JH 00422

**Manulife Financial - U.S. Mortgage
Risk Rating Worksheet**

ALL SHADED AREAS MUST BE FILLED IN

Date: 8/16/2004

Loan #: 6518467

Borrower Name: Montgomery Square Partnership
Property Name: Avenel @ Montgomery Square Apts
Property Address: Montgomeryville Pennsylvania

Credit Rating: Final: BBB Indicated: BBB Recommended: BBB

Based on: Quality Classification: **Good**
Loan to Value: **67.60%**
Debt Service Coverage: **1.35**

QUALITY: Award points, on a scale of -5 to +5, representing the project's quality ranging from Unacceptable to Excellent taking into account competitive factors and future trends.

<u>Project Characteristics</u>		Points	Multiplier	Total
1. Location				
a)	State Economics		1	5
b)	City Economics		2	10
c)	Neighbourhood Economics		2	10
d)	Site Logistics		2	10
2. Age, Condition				
a)	Age (Old to New)		1	5
b)	Attractiveness		2	10
c)	Flexibility		2	6
d)	Parking ratios		2	6
e)	Construction Quality		2	10
f)	Landscaping		1	4
g)	Property Management		1	4
h)	Environmental Risk (High to Low)		1	4
3. Zoning Conformity				
			2	10
4. Market/Neighbourhood Suitability				
			2	10
5. Market Demand, Leasing Risk				
a)	Comparison to Market Vacancy		1	1
b)	Market Trends (Weak to Strong)		1	4
c)	Lease Terms		1	4
d)	Income Mix		1	4
e)	Tenant Mix		1	3
f)	Tenant Quality		1	3
g)	Rental Rates (above to below mkt)		1	4
h)	Lease Maturity Diversification		1	2

Sponsor Characteristics

1. Net Worth	3	1	3
2. Financial Capacity	3	1	3
3. Experience	5	1	5
4. Reputation	5	1	5
5. Monetary Recourse	0	2	0

JH 00423

**Manulife Financial - U.S. Mortgage
Risk Rating Worksheet**

Credit Structure

1. Term (vs. Market, Longer to Less)	2	1	2
2. Additional Security (Sufficiency)	0	2	0
3. Covenants (Sufficiency)	3	1	3
4. Guarantees (Sufficiency)	3	2	6
5. Amortization (vs Market, Longer to Less)	2	2	4
6. Interest Rate (vs Historical Trend, Lower to Higher)	3	1	3

TOTAL QUALITY POINTS 163

SUMMARY

Loan #: 6518467

Borrower Name: Montgomery Square Partnership

Quality:

The total points of **163** indicates a Quality classification of: **Good**

Classification Table (Minimum): Excellent = 180 points
 Good = 140 points
 Fair = 90 points, min. 18 pls. from Sponsor

Debt Service Coverage Ratio

DSC is 1.35 using a 90% vacancy factor and 25 year amortization.

Loan to Value Ratio

LTV is 67.60% using a Capitalization rate of 7.25%

Indicated Credit Rating: MLI BBB OSFI Satisfactory


Recommended Credit Rating: MLI BBB OSFI Satisfactory

Remarks: (justify if Indicated and Recommended ratings do not agree).

Borrower/Principal Affiliates/Individuals:

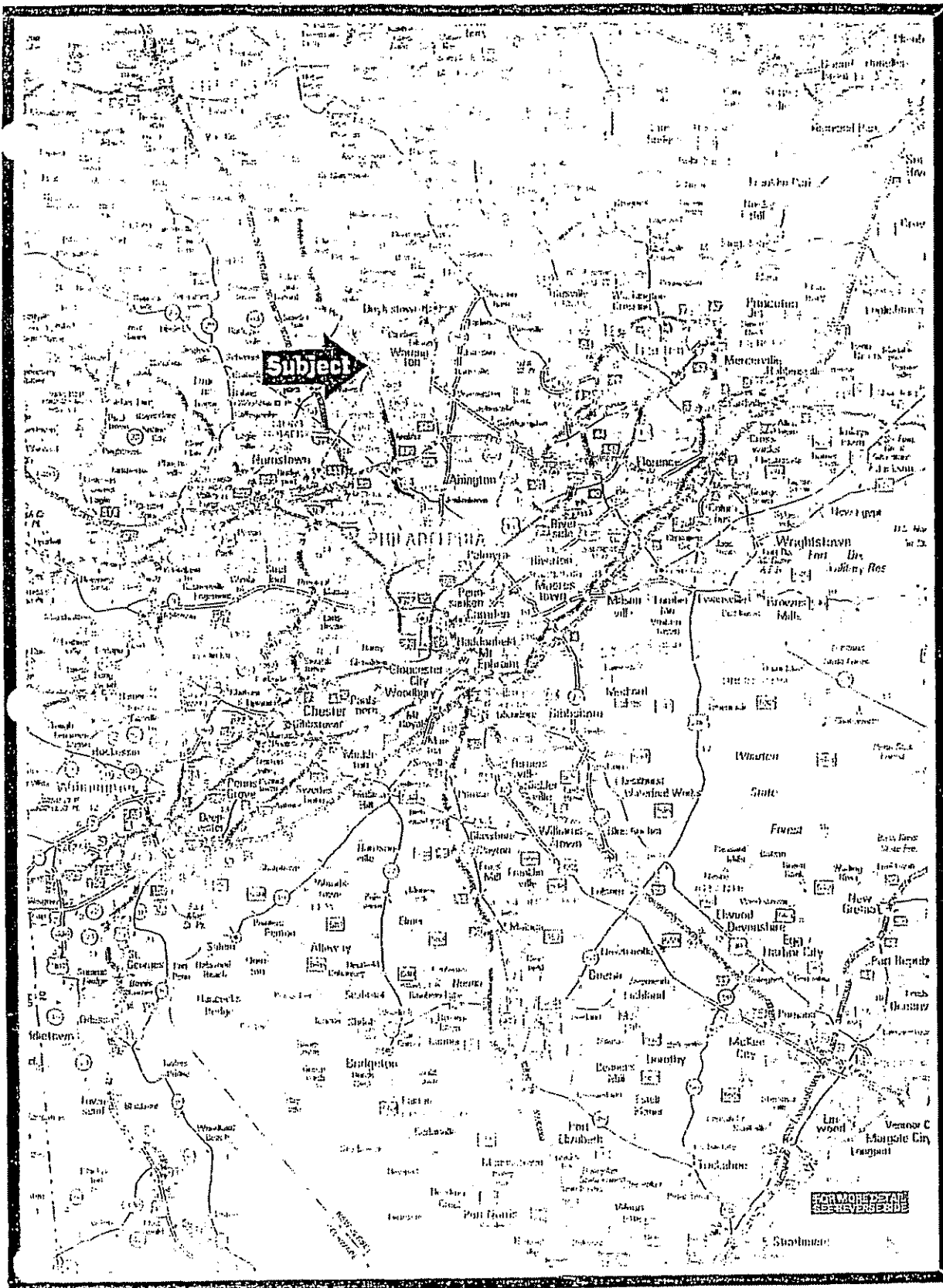
Reviewed against Master Consolidated List of terrorist names/organizations/entities.

Yes

Signed: 
 Timothy J. Malik

Date: 8/16/04

JH 00424



Regional Map

JH 00425

EXHIBIT H

Avenel

Page 1 of 1

From: Ferrie, John [jferrie@jhancock.com]
Sent: Thursday, July 29, 2004 11:25 AM
To: 'jkelly@kollerKelly.com'
Cc: 'kelly@ckpp.com'; Malik, Timothy J.
Subject: Avenel

Joe:

Enclosed are the following:

1. Instruction
2. Application
3. Red-line Supplement including legal clarifications to the one I provided yesterday.
4. Clean Supplement

There is one substantial change (concerning paragraph 30 in the App and Condition 69 in the Supplement) to our agreement which Hancock is unable to agree to. When Hancock approves the loan, we want to close it. If we don't close and interest rates have moved against us, we could be subject to unlimited losses. Based on the volume of forwards we are doing this risk is not acceptable. Therefore, you need to deliver the loan or be liable for all Costs. We had originally agreed to limit your exposure to a maximum of 5%. As long as you close the loan there is no liability.

Please let me know if you want to proceed.

John

<<Avenel 7-29-04 doc>> <<Avenel-Application 7-28-04 pdf>> <<Avenel_Supplement_Nath Red Line 7-29-04 pdf>> <<Avenel_Supplement_Nath Clean 7-29-04 pdf>>

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John P. Ferrie
John Hancock Real Estate Finance, Inc.
486 Norristown Road, Suite 130
Blue Bell, PA 19422
610-825-9200 x 15 Phone
610-941-9872 Fax
e-mail: jferrie@jhancock.com

JH 00219

EXHIBIT I

ASSISTANT MEMORANDUM TO CLOSING DEPARTMENT

July 23, 2004

(SECTION I - REQUEST - TO BE COMPLETED BY IO/ADMIN)

TO: Arthur Francis
Director of Closing

FROM: Marysol Calderon

RE: Select:
Lender: John Hancock Life Insurance Company
Proposed Loan No.: 6518467
Loan Amount: \$32,000,000.00Investment Officer: Tam Malik
Field Originator: JHREF - PhiladelphiaProperty Name: Avenel @ Montgomery Square Apts
Property Address: North Wales, PADid Liaison Counsel negotiate application: No
If Yes, Liaison Counsel: SelectBorrower Name:
Repeat Borrower: Select
If Yes, Loan Nos.
of previous deals:

Anticipated Closing Date:

Request: Assign Closing Analyst/Refer to LAW - Deposit Check - Processing Fee

(SECTION II - FEES - TO BE COMPLETED BY IO/ADMIN)

DATE: July 23, 2004

AMOUNT OF FEE: \$5,000.00

FEE TYPE (CHECK ONE):

- ☒ Processing \$2,500.00
☐ Application (2%)
☐ Commitment (1%)
☒ JHREF Field Office Processing \$2,500.00
☐ Manulife Branch Office Processing Fee
☐ Loan Maturity Date Extension Refundable
☐ Loan Commitment Extension

DEPOSIT TYPE (CHECK ONE)

- ☒ Check
☐ Letter of Credit #
☐ Wire (Bank)

(SECTION III - CLOSING ASSIGNMENT - TO BE COMPLETED BY CLOSING DIRECTOR)

Date of Assignment:

7-23-04

Assigned By:

Closing Analyst AssignmentEast Team

- ☐ Joyce Klar
☐ Kimberly Highfield
☐ Jennifer Milavec
☐ Anna Szlemp

West Team

- ☐ Eva Chan
☐ Stacey Amodeo
☒ Robin Costa
☐ Lisa Palmer
☐ Karim Lioussi

cc: upon assignment: Production Administrative Assistant, Tati Neeley, Janice DiMaina

JH 01183

MONTGOMERY SQUARE PARTNERSHIP

490 NORRISTOWN ROAD
SUITE 151
BLUE BELL, PA 19422-2350

WILMINGTON TRUST OF PA
60-192319

0297

7/21/2004

PAY TO THE ORDER OF John Hancock Real Estate Finance, Inc.

\$ **5,000.00

Five Thousand and 00/100*****

DOLLARS

John Hancock Real Estate Finance, Inc.

MEMO Processing Fee

⑈000297⑈ ⑆031901929⑆ 400 2868 3868⑈

Joseph P. Kelly

MP

MONTGOMERY SQUARE PARTNERSHIP

John Hancock Real Estate Finance, Inc.

Processing Fee

7/21/2004

5,000.00

0297

Checking - Wilmington Processing Fee

5,000.00

JH 01184

EXHIBIT J

INTEREST RATE CIRCLE NOTIFICATION

REIG HAS CIRCLED AN INTEREST RATE ON THE FOLLOWING DEBT INVESTMENT:

CIRCLE DATE: 08/02/04
 TYPE OF TRANSACTION: First Mortgage Loan - New Money
 TYPE OF PROPERTY: Apartment
 CITY: Montgomeryville
 STATE: PA
 BORROWER NAME: Montgomery Square Partnership
 COMMITMENT NUMBER: 6518467

TOTAL LOAN AMOUNT: \$32,000,000
 INTEREST RATE: 6.180%
 TERM: 10.00
 AMORTIZATION: 30.00
 AVERAGE LIFE: 9.29
 DURATION: 6.76
 LTV: 70%
 DSC: 1.37
 PRELIMINARY RATING: BAA1
 SEMI-ANNUAL SPREAD: 187
 ANTICIPATED CLOSING DATE: 08/01/05

EXISTING LOAN NUMBER: N/A
 EXISTING LOAN MATURITY DATE: N/A
 EXISTING LOAN DURATION: N/A
 EXISTING LOAN ORIGINAL AMOUNT: N/A
 PAYDOWN/AMORTIZATION: N/A
 EXISTING ROLLOVER MONEY: N/A
 ADDITIONAL NEW MONEY PROCEEDS: N/A
 TOTAL NEW MONEY: \$32,000,000

PROPOSED ALLOCATION:	GBRE	\$3,900,000
	Grp.Ins	\$3,000,000
	RLTC	\$5,000,000
	Remain	\$4,200,000
	Open	\$2,600,000
	IPLICo	\$2,100,000
	IQA	\$10,000,000
	REFA	\$1,200,000

EXHIBIT K

Buchanan Ingersoll PC

ATTORNEYS

Howard D. Scher
215 665 3920
scherhdj@bipc.com

1835 Market Street, 14th Floor
Philadelphia, PA 19103-2985

T 215 665 8700
F 215 665 8760

www.buchananingersoll.com

February 1, 2006

VIA FACSIMILE AND REGULAR MAIL

Brian A. Davis, Esquire
Choate Hall & Stewart, LLP
Two International Place
Boston, MA 02110

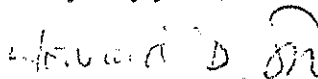
Re: John Hancock Life Ins. Co. v. Vestmont Limited Partnership, et al.

Dear Brian:

I enclose Defendants' Notice of Rule 30(b)(6) Videotape Deposition of Plaintiff John Hancock Life Insurance Company.

Please feel free to contact me with any questions or concerns.

Very truly yours,



Howard D. Scher

HDS:clp
Enclosure

cc: Robert D. Hillman, Esquire (w/encl.)

** JOB STATUS REPORT

AS OF FEB 01 06 16:05 PAGE 01

B. I. PHILA.

JOB #911

DATE	TIME	TO/FROM	MODE	MIN/SEC	PGS	STATUS
001	2/01 16:03	617 248 4000	G3--S	02' 05"	007	OK

Buchanan Ingersoll PC

1835 Market Street
14th Floor
Philadelphia, PA 19103-2985

Fax Number

(215) 665-8760

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FAX COVER SHEET

Please deliver the following materials as soon as possible

No of Pages
(Including cover sheet)

TO/COMPANY:	FAX/PHONE:
Brian Davis	FAX # 617-248-4000
Choate Hall & Stewart, LLP	PHONE # 617-248-5056
	FAX #
	PHONE #
	FAX #
	PHONE #
	FAX #
	PHONE #
	FAX #
	PHONE #

FROM: Howard D. Scher

Telephone #: (215) 665-3920

Date 2/1/06

Additional Comments or Instructions:

Return Originals to: Brian McCormick

Floor No. 13th Floor

53499 / 000002

IF YOU DO NOT RECEIVE THE DESIGNATED NUMBER OF PAGES, OR IF YOU EXPERIENCE ANY PROBLEM WITH THE TRANSMISSION OF THIS DOCUMENT, PLEASE CALL OUR FAX OPERATOR AT (215) 665-3861

UNITED STATES DISTRICT COURT
FOR THE DISTRICT OF MASSACHUSETTS

JOHN HANCOCK LIFE INSURANCE
COMPANY,

Plaintiff/Counterclaim Defendant,

v.

VESTMONT LIMITED PARTNERSHIP,
et al.,

Defendants/Counterclaim Plaintiffs.

Civil Action No. 05-11614 WGY

**DEFENDANTS' NOTICE OF
RULE 30(b)(6) VIDEOTAPE DEPOSITION OF
PLAINTIFF JOHN HANCOCK LIFE INSURANCE COMPANY**

TO: BRIAN A. DAVIS, ESQUIRE
Choate, Hall & Stewart LLP
Two International Place
Boston, MA 02110

PLEASE TAKE NOTICE THAT, pursuant to the Federal Rules of Civil Procedure, defendants Vestmont Limited Partnership, Vestmont Limited Partnership II, Vestmont Limited Partnership III and Vesterra Corporation ("Defendants"), by and through their undersigned attorneys, will take the deposition via videotape oral examination of Plaintiff John Hancock Life Insurance Company ("John Hancock") before a person duly authorized to administer oaths, at the offices of Deutsch Williams Brooks DeRensis & Holland, P.C., 99 Summer Street, Boston, MA 02110, on Wednesday, February 22, 2006, starting at 9:30 a.m. The deposition will be recorded by sound, sound-and-visual and stenographic means, and shall continue from day to day until concluded.

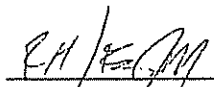
PLEASE TAKE NOTICE THAT, pursuant to rule 30(b)(6) of the Federal Rules of Civil Procedure, John Hancock is required to designate one or more knowledgeable persons to testify on its behalf with respect to the matters set forth in Exhibit A attached hereto, and the person(s) so designated shall be required to testify as to those matters known or reasonably available to John Hancock.

You are invited to attend and participate.

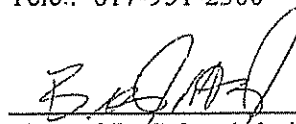
DEFENDANTS VESTMONT LIMITED
PARTNERSHIP, VESTMONT LIMITED
PARTNERSHIP II, VESTMONT LIMITED
PARTNERSHIP III AND VESTERRA
CORPORATION

By their attorneys,

Dated: February 1, 2006



Steven J. Brooks (BBO # 059140)
Robert D. Hillman (BBO # 552637)
DEUTSCH WILLIAMS BROOKS
DeRENSIS & HOLLAND, P.C.
99 Summer Street
Boston, MA 02110-1213
Tele.: 617-951-2300



Howard D. Scher (admitted *pro hac vice*)
C. Randolph Ross (admitted *pro hac vice*)
Brian J. McCormick, Jr. (admitted *pro hac vice*)
BUCHANAN INGERSOLL PC
1835 Market Street, Floor 14
Philadelphia, PA 19103
Tele.: 215-665-8700

EXHIBIT A

Definitions: The following definitions apply to the Topics listed below.

1. The term "John Hancock" shall mean plaintiff John Hancock Life Insurance Company, its agents, officers, directors, members, employees, subsidiaries, affiliates, employees of subsidiaries, affiliates, successors, and predecessors, and all other persons acting or purporting to act on its behalf, including its attorneys and/or other representatives.

2. The term "Loan Application" shall mean the "Application to John Hancock Life Insurance Company for a First Mortgage Loan," application no. 6518467, by applicant Montgomery Square Partnership, dated July 30, 2004.

3. The term "Loan" shall mean the mortgage loan applied for in the Loan Application.

4. The term "Regatta Apartments" shall mean the Regatta Apartment Homes complex in Plymouth Meeting, Pennsylvania.

TOPICS

1. The decision by John Hancock to accept the Loan Application, referenced in Paragraph 10 of the Complaint, including all of the factors, requirements and guidelines that were involved in John Hancock's internal consideration of the Loan Application.

2. The terms and conditions contained in the Loan Application, including but not limited to, any and all conditions that Defendants were required to meet for disbursement of the Loan, and the negotiation of these terms and conditions between Defendants and John Hancock.

3. The policies, guidelines, requirements, targets, practices, processes or methods that apply to the making of mortgage loans by John Hancock, and any differences in any of the foregoing before April 28, 2004 and after April 28, 2004.

4. The manner, method and/or process by which John Hancock approved mortgage loans during the period from January 1, 2000 through April 28, 2004.

5. The manner, method and/or process by which John Hancock approved mortgage loans during the period from April 28, 2004 to the present.

6. The requirements and conditions that, following John Hancock's acceptance of the Loan Application, would have to have been met by Defendants in order for John Hancock to fund or disburse the Loan applied for in the Loan Application.

7. The draft amendment to the Loan Application prepared by John Hancock after it was signed by Defendants on July 30, 2004.

8. The decision by John Hancock, after a mortgage loan approved by John Hancock for the Regatta Apartments failed to close, not to attempt to recover from that loan applicant more than the processing and application and commitment fees, as testified to in the deposition of Timothy Malik on January 27, 2006.

9. The decision by John Hancock to treat differently the failure of the Loan to Defendants to close, as compared to the failure of the loan to the Regatta Apartments to close.

10. The losses allegedly suffered by John Hancock as a result of the failure of the Loan to close, as referenced in Paragraph 16 of the Complaint, including: the basis, policy and practice relating to decisions whether to invest funds in mortgage loans or other investment vehicles; the projected return on all investments by John Hancock over the ten years beginning on August 1, 2005; and the actual return on all investments by John Hancock for the 10 year period ending August 1, 2005.

11. The policies, guidelines, requirements, targets, practices, processes or methods pursuant to which John Hancock allocates assets among various types of investments such as, but not limited to, government bonds, commercial bonds, commercial real estate mortgages, other mortgages and other types of investments.

12. The steps taken by John Hancock to mitigate any losses allegedly suffered by it as a result of the failure of the Loan to close, including but not limited to: the actual use or uses to which the monies "allocated" for this loan have been put; the alternative investment vehicles which have been available to John Hancock since August 1, 2005; and the policies and practices of John Hancock that govern the choice of such alternative investment vehicles.

13. The manner in which John Hancock accounts for the application and commitment fees that John Hancock retains when a loan fails to close, to what departments or individuals such fees are credited, how such fees are recognized on John Hancock's books, and how they are thereafter invested, including the fees related to the Loan Application.

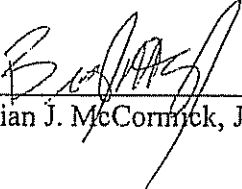
14. The decision to "allocate[]" and set aside assets for the purpose of funding the Loan", as referenced in paragraph 11 of the Complaint, and the nature of such allocation and set aside, as well as any hedge costs or other costs associated therewith.

15. The "commitments made to third parties", as referenced in paragraph 11 of the Complaint.

CERTIFICATE OF SERVICE

I hereby certify that a true and correct copy of the foregoing Notice of Deposition has this
1st day of February, 2006, been transmitted by facsimile and regular, first-class mail as follows:

Brian A. Davis
Choate, Hall & Stewart, LLP
Two International Place
Boston, MA 02110



Brian J. McCormick, Jr.

EXHIBIT L

Buchanan Ingersoll PC

ATTORNEYS

Howard D. Scher
215 665 3920
scherhd@bipc.com

1835 Market Street, 14th Floor
Philadelphia, PA 19103-2985
T 215 665 8700
F 215 665 8760
www.buchananingersoll.com

March 3, 2006

VIA ELECTRONIC MAIL AND REGULAR MAIL

Brian A. Davis, Esquire
Choate Hall & Stewart, LLP
Two International Place
Boston, MA 02110

Re: John Hancock Life Ins. Co. v. Vestmont Limited Partnership, et al.

Dear Brian:

I write to complain about John Hancock's latest disregard for the Federal Rules of Civil Procedure and my client's time and costs.

We served a Rule 30(b)(6) Notice of Deposition on John Hancock on February 1, 2006. John Hancock still has not identified a witness for nine of the 15 topics listed in that Notice. Nor has it scheduled a deposition for such witnesses, despite our repeated requests made to you and Paul Popeo of your office.

Last Friday evening, during a conference call to discuss other discovery issues, you informed me that David Henderson, a former John Hancock employee who was scheduled to testify concerning his factual knowledge of the case on March 1, 2006, would also be the designated corporate witness on three of the topics identified in our Rule 30(b)(6) Notice. You stated that Mr. Henderson would testify regarding topics 1, 3, and 4. As we had already scheduled Mr. Henderson's fact deposition, I also prepared for the deposition assuming that Mr. Henderson would be prepared to testify as the sole corporate representative and be knowledgeable about those issues.

However, Mr. Henderson was not prepared to testify on these matters. First, Mr. Popeo told me, after the deposition commenced, that Mr. Henderson was not the designee with regard to the entire time period concerning one of the topics but instead you would designate someone else for that portion of the topic at some later date. Second, Mr. Henderson testified that he did "nothing in particular" to prepare for his deposition. He testified that he was prepared last Friday, before our call, for about 90 minutes during which much of the time was spent simply reviewing deposition procedure. Mr. Henderson did not speak with any of John Hancock's current or former employees. Nor did he review any documents that contained facts specifically related to these three particular topics in Vesterra's Rule 30(b)(6) Notice. He had no recollection of many of the subjects in the designation and explained he had processed hundreds of loan and therefore could not remember anything about this particular loan. Mr. Henderson also testified

Brian A. Davis, Esquire
March 3, 2006
Page - 2 -

that he used an underwriting manual during his time at John Hancock. This manual has never been produced in this litigation. Nor was it shown to Mr. Henderson to prepare him for his deposition.

For example, Mr. Henderson was designated to testify regarding Topic No. 1 of the Rule 30(b)(6) Notice --

The decision by John Hancock to accept the Loan Application, referenced in Paragraph 10 of the Complaint, including all of the factors, requirements and guidelines that were involved in John Hancock's internal consideration of the Loan Application.

In response to questions regarding this topic, Mr. Henderson, John Hancock's designated witness on this issues, testified as follows -- "I have no specific recollection of the processing of the application in this case." Thus, John Hancock was unable to testify through Mr. Henderson concerning its knowledge of the Loan Application at issue in this case or the policies and guidelines that John Hancock employed in making mortgage loans during the relevant time period.

Finally, as discussed above, at the beginning of the deposition, Mr. Popeo, for the first time, informed me that Mr. Henderson would be restricted to testifying about the pre-April 28, 2004 period. The deposition topic requests a person knowledgeable about "any differences in any of the foregoing [John Hancock policies and procedures] before April 28, 2004 and after April 28, 2004." I was not told that Mr. Henderson could not testify as to these "differences" until after the deposition began. However, since Mr. Henderson met with you or someone from your office last Friday, you knew that Mr. Henderson would not be able to testify about this period during our telephone conference later that day. You chose not to tell me about this distinction at that time. This is unacceptable and outrageous.

John Hancock had an obligation to ensure that Mr. Henderson was adequately prepared to discuss the topics at issue. See *In re Vitamins Antitrust Litigation*, 216 F.R.D. 168 (D.D.C. 2003); *United Sates v. Massachusetts Indus. Fin. Agency*, 162 F.R.D. 410, 412 (D. Mass. 1995). Monetary sanctions are mandatory under Rule 37(d) for failure to appear by means of failing to educate a Rule 30(b)(6) witnesses. See *Vitamins Antitrust Litig.*, 216 F.R.D. at 174 (citing cases).

John Hancock must provide a Rule 30(b)(6) witness who can testify regarding these topics. It has failed to do so. In addition, you informed me that it would have a corporate designee available on Wednesday, and then, at the last possible moment and without warning, improperly withdrew that designation. Finally, John Hancock did nothing to prepare this witness for his testimony. This was required by the Federal Rules of Civil Procedure.

Brian A. Davis, Esquire
March 3, 2006
Page - 3 -

I demand that John Hancock compensate Vesterra for my additional preparation time and travel time to depose another John Hancock witness. Also, John Hancock should immediately produce the documents that it used to prepare Mr. Henderson for his deposition, including the underwriting manual. Moreover, I demand that John Hancock produce any and all materials that it uses in the future to prepare its other 30(b)(6) witnesses going forward.

Finally, John Hancock must provide us with the names of the individuals and available dates for depositions for the remaining Rule 30(b)(6) Notice topics by the close of business today. If we have not received them by that date, we will request a telephone conference with the judge immediately.

Very truly yours,

A handwritten signature in black ink, appearing to read "Howard D. Scher". The signature is fluid and cursive, with a large, stylized "H" and "S".

Howard D. Scher

HDS:clp

cc: Brian J. McCormick, Jr., Esquire (via electronic mail)
Robert D. Hillman, Esquire

Buchanan Ingersoll PC

ATTORNEYS

Howard D. Scher
215 665 3920
scherhd@bipc.com

1835 Market Street, 14th Floor
Philadelphia, PA 19103-2985

T 215 665 8700
F 215 665 8760

www.buchananingersoll.com

March 10, 2006

VIA ELECTRONIC MAIL AND REGULAR MAIL

Brian A. Davis, Esquire
Paul D. Popeo, Esquire
Choate Hall & Stewart, LLP
Two International Place
Boston, MA 02110

Re: John Hancock Life Ins. Co. v. Vestmont Limited Partnership, et al.

Gentlemen:

This letter constitutes Defendants' request for a discovery conference pursuant to Local Rule 37.1 and is to advise you that, if that conference fails to resolve John Hancock's ongoing failure to comply with the requirements of Fed.R.Civ.P. 30(b)(6), Defendants intend to seek immediate, emergency relief from the Court.

The background is familiar to you. As set forth in my letter to Mr. Davis dated March 3, 2006, David Henderson was produced as John Hancock's designee for topics 1, 3 and 4 of Defendants' Rule 30(b)(6) Notice of Deposition. At the outset of the deposition, I was advised that Mr. Henderson's Rule 30(b)(6) testimony would be limited as to timeframe. That limitation ultimately did not matter, as Mr. Henderson was unprepared to testify as a Rule 30(b)(6) witness at all, and freely admitted that he had taken no meaningful steps to prepare as a 30(b)(6) witness or to conduct the required investigation.

John Hancock's failure to comply, or even attempt to comply, with Rule 30(b)(6) with respect to Mr. Henderson resulted in my March 3, 2006 letter to you pointing out these deficiencies, demanding that John Hancock produce a witness prepared to testify as required by Rule 30(b)(6), and expressing the Defendants' right to sanctions for this failure to comply with the Rule.

This morning, John Hancock produced Patricia Coyne as a witness. Mr. Popeo's e-mail of March 8, 2006 designated Ms. Coyne as "the Hancock designee on topic #s 2, 5 and 6 and will supplement the testimony already provided on topic #3."

In the first moments of her deposition, Ms. Coyne testified that she had taken no steps to prepare her Rule 30(b)(6) testimony. She did not speak with any other John Hancock employee regarding the topics for which she was designated. Also, she testified that she did not review any documents in preparation for her deposition. To my considerable surprise, she testified that, during her preparation at your office, she was in the presence of documents relating to the case, but was not shown any of the documents.

Brian A. Davis, Esquire
Paul D. Popeo, Esquire
March 10, 2006
Page 2

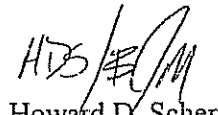
Under any circumstances, John Hancock's repeated refusals to comply with Rule 30(b)(6) would be unacceptable and sanctionable violations of the Rules of Civil Procedure. Under the circumstances of this case -- with a motion for summary judgment pending and a trial scheduled on an expedited basis -- these failures defy any explanation or excuse.

Defendants intend to bring this matter to the immediate attention of the Court. In accordance with Local Rule 37.1, we hereby offer to engage in the conference required by that Local Rule not later than the end of business on Monday, March 13, 2006. Unless all of the issues raised by this letter are adequately addressed, Defendants will file a motion to compel and for sanctions seeking an expedited hearing on March 16, 2006.

In order to provide the possibility that the conference we have requested can be productive, we will expect John Hancock to address the following:

- to provide one or more witnesses, fully prepared to testify as to the topics contained in the Defendants' Rule 30(b)(6) Notice of Deposition dated February 1, 2006, on a date convenient to Defendants not later than March 20, 2006;
- to agree to pay all costs, including attorneys' fees, associated with returning to Boston to take these additional depositions; and
- to provide copies of all documents used in the preparation of these witnesses prior to the depositions.

Very truly yours,


Howard D. Scher

HDS:clp

cc: Brian J. McCormick, Jr., Esquire
Robert D. Hillman, Esquire (via electronic mail)

EXHIBIT M

FW: Request for approval to lower the Reserves to \$150/unit and to fund the Loan with 7... Page 1 of 2

From: Malik, Timothy J. [tmalik@jhancock.com]
Sent: Wednesday, August 11, 2004 7:39 PM
To: Ferrie, John
Subject: FW: Request for approval to lower the Reserves to \$150/unit and to fund the Loan with 75% LTV - 1.25% DSCR:

I guess I will try, one more time, the beauracatic approach.

I'll let you know how hard he laughs.

Timothy J. Malik, CPM(c), CCIM

Senior Investment Officer
John Hancock Real Estate Investment Group
200 Clarendon Street, 56th Floor
Boston, MA 02116-5021
(617) 572-3891
CELL (617) 791-6840
FAX (617) 572-9699
Email: tmalik@jhancock.com
Website: www.jhancockrealestate.com

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-----Original Message-----

From: Malik, Timothy J.
Sent: Wednesday, August 11, 2004 7:32 PM
To: Thomas, Ivor
Cc: Henderson, David B.; Coyne, Patricia C.
Subject: Request for approval to lower the Reserves to \$150/unit and to fund the Loan with 75% LTV - 1.25% DSCR:

Subject: Mortgage #6518467
Avenel @ Montgomery Square Apartments
Montgomeryville, PA

Borrower: Montgomery Square Partnership
Original Approval Date: August 10, 2004
Original Loan Amount: \$32,000,000
Spread at Approval: 186 over average life
Current PBO: not funded (one-year forward commitment)
Rate: Locked on August 2, 2004 at 6.18%
Term/Amortization: 10/30 years
Maturity: August 2015
Rating: BAA1/BBB/Satisfactory

JH 00131

FW: Request for approval to lower the Reserves to \$150/unit and to fund the Loan with 7... Page 2 of 2

Specific Provisions: \$0

Status: Not Funded

Remarks: The executed Approval indicates that the reserves are to be calculated with \$250/unit, the typical reserves for most apartment loans. Since this is new construction, we request that reserves in the Approval be reduced to \$150/unit, a more reasonable estimate.

The Approval requires a 1.00:1 coverage based on a 10% constant at funding. Funding is contemplated by the Loan Application to occur based on a 75% LTV and 1.25:1 DSCR, which will provide 10% Constant Coverage of 0.96:1 and actual debt service coverage of 1.30:1. An increase of only 3% in the property's occupancy will alleviate this shortfall and will provide 10% Constant Coverage of 1.00:1. At the underwritten market occupancy of 95%, based on net cash flow, the property will provide 10% Constant Coverage of 1.02:1 and actual coverage of debt service of 1.37:1. Actual market occupancy is 99%.

Our review of the rental market demand factors indicate that the 10% Constant Coverage shortfall should be relatively brief. We fully expect that, since the location of the subject property is excellent with few nearby properties that effectively compete with it, the 10% Constant Coverage of 1.00:1 will occur within less than two (2) months from funding and certainly not more than six (6) months from funding.

In addition, treasuries have dropped 15 bps since rate lock, making the interest rate higher for the John Hancock Loan than for a loan the Borrower could garner today from a competing lender. GMAC has also offered the Borrower a loan of \$33 million, \$1 million higher than the John Hancock Loan.

Approval of this request is recommended.

Approved:

Ivor Thomas
Senior VP

David Henderson
Senior Investment Officer

Patricia Coyne
Investment Officer

EXHIBIT N

John Hancock Life Insurance Company

ORIGINAL
REDONE

Investment No: 6518467

File Name: Montgomery Square Partnership

Regional Office/Correspondent: John Hancock Real Estate Finance, Inc. - Philadelphia 040-03

Property Name: Avenel @ Montgomery Square Apts Property Type: Multifamily Garden Style

Location (city / state): Montgomeryville Pennsylvania Total # Units 256

Jun Han Rating: MLI Rating: BBB JH Rating: BAA1

Key Statistics:

Loan Amount: \$32,000,000 Loan per Unit \$125,000

Term: (in years) 10 Amortization 30 Interest Only 0 Avg Life: 9.29

Base Spread: 134 Forward BPS: 45 Embedded Fees: 7 Total Spread: 186

Matrix Spread at JH Rating Level: 145 Pricing Index: 10 year Treasury

As Is Vacancy: n/a

Stabilized Vacancy: 5.0%

	Current "As-Is"			Stabilized			Stabilized Cap Rate
	Valuation	\$ / SF	LTV %	Valuation	\$ / Unit	LTV %	
NOI Basis	Property is under construction.			\$45,358,156	\$177,180	70.55%	7.25%
NCF Basis				\$44,475,397	\$173,732	71.95%	7.25%
Appraisal Basis							
Cost of Land and Estimate to Build				\$35,555,800	\$138,889.84	90.00%	
Other Basis							
Breakeven Interest Rate:				10.08%			
Connections:	No						

Specific Conditions:

Principal Affiliates Requirements: James R. Koller, Frank C. Palopoli and Joseph P. Kelley

Guaranty Requirements: Standard non-recourse carve-outs.

Funding: This is a one-year (365 days) forward commitment.

Disbursement Requirements: Rents of at least \$4,221,126 plus other income of \$284,114 and a minimum DSCR of 1.25:1 with the possibility of a Rental Achievement Reserve subject to 75% LTV and 1.25:1 DSCR.

Estoppel & SNDA Requirements: N/A

Escrow Requirements: Real estate taxes. Replacement reserves and insurance escrow requirements have been suspended.

Rental Achievement Reserve, as described above, likely at closing, but limited to \$5,380,000.

Transfers Permitted: Two-time right to transfer with 1% fee.

Additional Proceeds: One time right between the 2nd and 5th loan years the Borrower may request additional funds of not less than \$1,000,000 at the then prevailing terms and rates. Amortization will be based on the remaining original amortization term.

Extension Option: Borrower as one time right to extend loan for 12 months at the then prevailing floating-rate terms and rates upon maturity of the original loan.

Prepayment Terms: Closed for 4 years; then open in full in the 5th year under a yield maintenance formula indexed to U.S.

Treasury Securities having the closest matching maturity to the maturity date of the loan. The yield maintenance premium shall be discounted to its present value. The loan will be open to prepayment at par during the last 120 days of the loan term.

Monthly Payment Basis: Monthly payments will be on a 30/360 day basis.

Financial Statements: Borrower certified acceptable if CPA audited not available. Quarterly statements not required unless loan is in default.

Appraisal: Required loan to value of 75%

Borrower: SPE and SAE status was waived since the Borrower owns a separate piece of land. The land, however, must be transferred if Borrower wishes to use it as security for a loan.

Additional Application Fee: Should the 10-year treasury drop more than 45 bps prior to the closing, Borrower shall deposit up to 2% of the Loan principal as an additional application fee, which amounts shall be returned if that treasury shall increase above such threshold prior to closing.

Credit Group Remarks:

Great location, demographics and product type.

Funding at 80% occupied versus MLI requirement of 90% mitigated by the full economic holdback

Credit recommends deal as structured

JH 01128

John Hancock Life Insurance Company

Investment No: 6518467
File Name: Montgomery Square Partnership

Recommended By:
Investment Officer:

Timothy J. Malik

Date:

8/6/04

Credit Group:

Patricia Coyne

Date:

8/6/04

Team Leader:

David Henderson

Date:

8/9/04

Approved By:

Barry Nectow

Date:

8-9-2004

Ivor Thomas

Date:

8-10-04

Paul English

Date:

8/10/04

Warren Thomson

Date:

8/10/04

John Hancock Life Insurance Company

File Name:	Avenel @ Montgomery Square Apts			Date:	8/10/2004
Mortgage Investment No. 6516467 Montgomery Square Partnership Multifamily 1100 Avenel Blvd. Montgomeryville Pennsylvania					
Rating:	MLI -	BBB	OSFI -	Satisfactory	New Loan

LOAN TERMS: 10-Year Term, 30-Year Amortization, monthly payments on 30/360 basis; Option to extend Loan with a one-year floater.

ARREARS HISTORY: None, project under construction

Ground Lease: N/A

PROJECT

DESCRIPTION: The subject will be comprised of eight (8) three-story buildings and one four-story building. The buildings are wood structures with vinyl, wonder board and brick exterior, with side-by-side, six-foot, double-hung, insulated windows, pitched roofs with gable features, enclosed balconies or patios, and covered staircases. The four-story building will offer an elevator, recreation room, exercise room and access to common pool and patio. The buildings also offer interior garages and storage space for rent, as well exterior garages. The site will be landscaped and have pole lighting. The interior of the units will have 9-foot ceilings, track lighting, upgraded kitchens, walk-in closets, full-size washers and dryers, and security systems that can be leased on a monthly basis. All rooms will have phone lines and cable outlets. About 108 units will also have electric fireplaces.

LOCATION: The subject is located on a newly constructed dead-end road (Avenel Blvd.) that only serves the property. Avenel Boulevard intersects State Route 202 (DeKalb Pike) just south of where Route 202 intersects State Route 309 (Bethlehem Pike) and a half mile north of Route 63 (Welsh Road). Route 309 becomes a divided highway about two miles south of the subject and connects with the Pennsylvania Turnpike (I-276) about six miles south of the subject. I-476, the Blue Route, is about five mile southwest of the subject. The site is located between the Montgomery Mall and the Montgomery Square Shopping Center. Philadelphia is about 17 miles to the southeast.

LOAN STATISTICS:	<u>Stabilized</u>
Loan Amount:	\$32,000,000
Final Lending Value:	\$45,400,000
Purchase Price:	\$35,555,800 Cost to Build
Income Value:	\$45,358,156
Cap Rate:	7.25%
Value Adjustment:	
Value / SF:	\$177,343.75
Loan / SF:	\$125,000.00
Loan / Value Ratio:	70.5%
Loan / SF @ Maturity	\$105,105.66
Balloon Loan / Value:	59.3%
DSC - NOI:	1.40
DSC - NCF:	1.37
DSC (25 yr Amort) - NOI:	1.31
DSC (25 yr Amort) - NCF:	1.28
Average Rental Rate (actual):	\$18,119.53
Average Rental Rate (market):	
Breakeven Interest Rate:	10.08%

Credit Rating:

MLI - BBB

OSFI - Satisfactory

John Hancock - BAA1

INCOME, EXPENSE & LOAN ANALYSIS

John Hancock Life Insurance Company

Borrower: Montgomery Square Partnership
 Loan No.: 6518467
 Property Address: Montgomeryville Pennsylvania
 Property Type: Multifamily
 Date: 30Jul2004

Total Number of Units: 256
 Vacant Units: 0
 % Occupancy: 100%
 % Vacancy: n/a

Color Key: INPUT FIELD

Benchmark Rate: 6.180%
 Benchmark Rate (per period): 0.515%
 Benchmark Amortization Period (yrs): 25

Financial Statements Reviewed by: Timothy J. Malik
 Date: 20May2004

Vacancy as % Gross Income:

	Vacancy as % Gross Income				5.0%				5.0%				0.0%			
	2000	Actual 2001	2002		Current "In-Place" 2004	30Jul2004	30Aug2005	30Aug2005	30Aug2005	30Aug2005	30Aug2005	30Aug2005	30Aug2005	30Aug2005	30Aug2005	30Aug2005
INCOME																
Base Rent																
Occupied	0	0	0	0	0	0	4,638,600	18,120	4,638,600	18,120	0	0	0	0	0	0.00
Vacant	n/a	n/a	n/a	n/a	n/a	n/a	0	0	0	0	0	0	0	0	0	0.00
Total Rental Income	0	0	0	0	0	0	4,638,600	18,120	4,638,600	18,120	0	0	0	0	0	0.00
Expense Reimbursement	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00
Percentage Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00
Parking Income	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00
Other Income	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00
Total Other Income	0	0	0	0	0	0	312,213	1,220	312,213	1,220	0	0	0	0	0	0.00
TOTAL GROSS INCOME	0	0	0	0	0	0	4,950,813	19,339	4,950,813	19,339	0	0	0	0	0	0.00
Vacancy	0	0	0	0	0	0	247,541	967	247,541	967	0	0	0	0	0	0.00
EFFECTIVE GROSS INCOME	0	0	0	0	0	0	4,703,272	18,372	4,703,272	18,372	0	0	0	0	0	0.00
OPERATING EXPENSES																
Real Estate Taxes	0	0	0	0	0	0	480,000	1,875	480,000	1,875	0	0	0	0	0	0.00
Property Insurance	0	0	0	0	0	0	82,480	322	82,480	322	0	0	0	0	0	0.00
Utilities	0	0	0	0	0	0	87,749	343	87,749	343	0	0	0	0	0	0.00
Repairs & Maintenance	0	0	0	0	0	0	182,741	714	182,741	714	0	0	0	0	0	0.00
Janitorial	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00
Management Fee	0	0	0	0	0	0	176,373	689	176,373	689	0	0	0	0	0	0.00
Payroll & Benefits	0	0	0	0	0	0	294,781	1,151	294,781	1,151	0	0	0	0	0	0.00
Advertising & Marketing	0	0	0	0	0	0	59,713	233	59,713	233	0	0	0	0	0	0.00
Professional Fees	0	0	0	0	0	0	5,000	20	5,000	20	0	0	0	0	0	0.00
General & Administrative	0	0	0	0	0	0	45,969	180	45,969	180	0	0	0	0	0	0.00
Other Expenses	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00
Sub Total - Operating Expenses	0	0	0	0	0	0	1,414,806	5,527	1,414,806	5,527	0	0	0	0	0	0.00
Ground Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00
Total Expenses	0	0	0	0	0	0	1,414,806	5,527	1,414,806	5,527	0	0	0	0	0	0.00
NET OPERATING INCOME	0	0	0	0	0	0	3,288,466	12,846	3,288,466	12,846	0	0	0	0	0	0.00
T.I. Cost / Reserve	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00
L.C. Cost / Reserve	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00
Cap Expenditures / Reserve	0	0	0	0	0	0	64,000	250	64,000	250	0	0	0	0	0	0.00
Total Reserves	0	0	0	0	0	0	64,000	250	64,000	250	0	0	0	0	0	0.00
NET CASH FLOW	0	0	0	0	0	0	3,224,466	12,596	3,224,466	12,596	0	0	0	0	0	0.00
MANAGEMENT FEE as % EGI	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	3.75%		3.75%		0.0%		0.0%		0.0%	
TOTAL EXPENSES as % EGI	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	30.1%		30.1%		0.0%		0.0%		0.0%	
NET OPERATING INCOME	0	0	0	0	0	0	3,288,466		3,288,466		0		0		0	
NET CASH FLOW	0	0	0	0	0	0	3,224,466		3,224,466		0		0		0	
Cap. Rate							7.250%	per unit	7.250%	per unit	0.000%		0.000%		0.000%	
Income Value - NOI (calculated)			0	0.00	0	0.00	45,358,152	177,180	45,358,156	177,180	0	0.00	0	0.00	0	0.00
Income Value - NCF (calculated)			0	0.00	0	0.00	44,475,393	173,732	44,475,397	173,732	0	0.00	0	0.00	0	0.00
Appraiser's Final Value																
Appr. Indicated Cap. Rate - NOI											0.00%		0.00%		0.00%	
Appr. Indicated Cap. Rate - NCF											0.00%		0.00%		0.00%	
Purchase Price	0															
Max. Loan Calculations:																
Max. Loan to Value	75%		0	0.00	0	0.00	34,018,614	132,885	34,018,617	132,885	0	0.00	0	0.00	0	0.00
Max. Loan to Value @ ACLI Average	75%		0	0.00	0	0.00	34,018,614	132,885	34,018,617	132,885	0	0.00	0	0.00	0	0.00
Min. DSC (NOI & Loan Terms)	1.25 x		0	0.00	0	0.00	35,870,615	140,120	35,870,618	140,120	0	0.00	0	0.00	0	0.00
Min. DSC (NOI & 25 yr Amort)	1.25 x		0	0.00	0	0.00	33,452,563	130,674	33,452,566	130,674	0	0.00	0	0.00	0	0.00
Loan Amount					0	0.00	32,000,000	125,000	32,000,000	125,000	0	0.00	0	0.00	0	0.00
Interest Rate					0.000%		6.180%		6.180%		6.180%		6.180%		6.180%	
Loan Term					mths		120 mths		120 mths		120 mths		120 mths		120 mths	
Interest Only Period					mths		mths		mths		mths		mths		mths	
Amortization					mths		360 mths		360 mths		360 mths		360 mths		360 mths	
Monthly Payment					0.00		105,574.86		105,574.86		0.00		0.00		0.00	
Annual Debt Service					0		2,346,900		2,346,900		0		0		0	
Superior Debt Service Expense (Annual)					0		0		0		0		0		0	
Subsequent Debt Service Expense (Annual)					0		0		0		0		0		0	
DSC - NOI	0.00 x		0.00 x		0.00 x		1.40 x		1.40 x		0.00 x		0.00 x		0.00 x	
DSC - NCF	0.00 x		0.00 x		0.00 x		1.37 x		1.37 x		0.00 x		0.00 x		0.00 x	
DSC (25 yr Amort) - NOI	0.00 x		0.00 x		0.00 x		1.31 x		1.31 x		0.00 x		0.00 x		0.00 x	
DSC (25 yr Amort) - NCF	0.00 x		0.00 x		0.00 x		1.28 x		1.28 x		0.00 x		0.00 x		0.00 x	
Combined Total DSC - NOI	N/A		N/A		N/A		N/A		N/A		N/A		N/A		N/A	
Combined Total DSC - NCF	N/A		N/A		N/A		N/A		N/A		N/A		N/A		N/A	
Loan / Value (PBO / Value)	0.0%		0.0%		0.0%		70.55%		70.55%		0.0%		0.0%		0.0%	
Loan / Unit (PBO / Unit)	\$0.00		\$0.00		\$0.00		\$125,000		\$125,000		\$0.00		\$0.00		\$0.00	
Gross Breakeven Rent (Before Vacancy)	\$0.00		\$0.00		\$0.00		\$15,357		\$15,357		\$0.00		\$0.00		\$0.00	
Net Breakeven Rent (Before Vacancy)	\$0.00		\$0.00		\$0.00		\$15,357		\$15,357		\$0.00		\$0.00		\$0.00	
Breakeven Interest Rate (Int only) - SNCF	0.00%		0.00%		0.00%		10.08%		10.08%		0.00%		0.00%		0.00%	
PBO @ End of Term (Balloon)	\$0		\$0		\$0		\$26,907,048		\$26,907,048		\$0		\$0		\$0	
Balloon / st	\$0.00		\$0.00		\$0.00		\$105,105.66		\$105,105.66		\$0.00		\$0.00		\$0.00	
Balloon Loan / Value	0%		0%		0%		59%		59%		0%		0%		0%	

JH 01131

John Hancock Life Insurance Company



A meeting of the Mortgage and Real Estate Loan Committee was held on

8/10/04

Voted - To authorize the following investment:

Investment:	6518467	Avenel @ Montgomery Square Apts <u>Company</u>	<u>\$ Allocation</u>
		JHLICO Allocation	\$29,900,000
Type of Investment:	Mortgage Loan		
		IPLICO Allocation	\$2,100,000
Lien Position or Priority	First		
Investment Amount	\$32,000,000	\$125,000 per Unit	
Rollover of Existing Loan	No		
Loan Term	120	months	
Amortization Term	360	months	
Summation Value	\$45,400,000	\$177,180 per Unit	
Maximum Loan to Value	70.48%		
Minimum DSCR	1.37	times	
Interest Rate (Note Rate)	6.180% per annum	Effective Yield Semi-Annual Rate (30/360 basis)	6.260%
Interest Calculation	30/360	Average Life	9.29
		Duration	6.76
Less: embedded Fee	-0.071%	Monthly Spread over Treasury	179
		Semi-Annual Spread over Treasury	187
Effective Yield Monthly	6.109%	REIG Department Rating	BAA1

<u>Collateral Property</u>	<u>Property Type/Sub-Type</u>	<u>Property Size</u>	
Avenel @ Montgomery Square Apts	Multifamily	256	Units
Montgomeryville Pennsylvania	Multifamily - Garden Apartments		
Investment Officer	Timothy J. Malik		
2nd Investment Officer	Ryan Hawley		
Originating Correspondent	John Hancock Real Estate Finance, Inc. - Philadelphia	040-03	
Servicing Correspondent	John Hancock Real Estate Finance, Inc. - Philadelphia	040-03	
Closing Analyst	Robin Costa		
Internal Counsel	Nathaniel Margolis		

VOTED INVESTMENT

Investment: 651B467 Investment Amount: \$32,000,000
Avenel @ Montgomery Square Apts

Loan Overview:

- The security is a class-A, 256-unit apartment project under construction in Montgomeryville, Pennsylvania (suburban north Philadelphia). The property will be comprised of 256 garden-style apartments (125 one-bedrooms and 131 two-bedrooms) in eight three-story buildings and one four-story building (which will also hold the clubhouse).
- Construction of the security is scheduled to be complete in March 2005, and 17 of the 22 units completed to date have been leased. Funding will occur when the property is fully constructed and is at least 80% occupied (August 2005 at the latest). A Rental Achievement Reserve will be funded if the property does not achieve the underwritten rents. Because of the construction and occupancy requirements, the Loan is priced as a one-year forward commitment.
- The debt service coverage ratio for a 10% Constant is 1.01:1 and the breakeven interest rate is 10.08%.

Loan Information - Voted Section:

Borrower/Applicant	Montgomery Square Partnership	Underwriter's Capped Value	\$45,358,161
Loan Amount	\$32,000,000	Underwriter's LTV	70.55%
Loan per SF/Unit/Pad	\$125,000	Underwriter's NOI	\$3,288,467
Loan Term - years	10	Underwriter's Cap Rate	7.250%
Amortization - years	30	Underwriter's Cash Flow	\$3,224,467
Interest Only Period - years	0	Underwriter's DSCR	1.37
Interest Rate	6.180%	Annual Debt Service	\$2,346,900
Contract Type	Fixed Rate	Monthly Debt Service	\$195,574.96
Interest Method	30/360	Service Fee	0.029%
Payment Constant	7.334%	Secondary Financing in Place	No
Balloon Balance	\$26,963,760	Amount	
Sanctified Loan (Yes/No)	Yes	Secondary Financing Type	N/A
Ground Lease	No	Secondary Financing Permitted in Future	Yes
Recourse to Borrower	No	Amount	
Recourse to Principal/Sponsor	No	Secondary Financing Type	Secured by Property
Due on Sale	Yes	Lockbox	No
Partial Release Allowed	No	Lockbox Status	
Cross Collateralized	No	Rate Reset/Loan Term Extension Option	Yes
Cross Defaulted	N/A	See Supplemental Page Attached to Vote	
Crossed Loans			

Other Loan Information - Memorandum Section

Assumption Provision (# times)	2	Payment Due Date	1st
Index Name	10 year Treasury	Grace Day Period for Late Charge	5
10 year Treasury	4.43%	Late Charge	4%
Fraud Carve out		Grace Day Period for Default	5
Borrower	Yes	Default Interest Rate	5%
Sponsor	Yes		
Environmental Indemnification			
Borrower	Yes		
Sponsor	Yes		

Loan Terms Description - Voted Section

- The Borrower was given 365 days to close the Loan although the typical commitment is 60 days. The net spread includes 45 basis points for the cost of this extra 305 days of forward commitment. The closing date may be extended for up to 90 days at the cost of an adding five (5) basis point to the interest rate for each 30-day extension period or portion of a 30-day extension period. - Funding will occur when the property is complete and is at least 80% occupied. If the Borrower closes before the gross underwritten rents are achieved, a Rental Achievement Reserve will be held by John Hancock for that portion of the Loan in excess of a 75% LTV and/or under 1.25 DSCR. The Borrower will have a one-time right to request all or a portion of this reserve during the six-month period after the Closing for achieved rents. Any remaining reserve amount may be applied to the Loan principal, at John Hancock's discretion, but with no prepayment premium.
- The Borrower will have the one-time right to request additional Loan proceeds, with a minimum amount of \$1 million, between the 2nd and 5th Loan Years at the then market interest rate, subject to a 75% LTV and 1.25 DSCR, and other conditions, including approval of John Hancock. The Borrower shall also have the right to have one second mortgage by a third party lender subject to these same LTV and DSCR conditions and other conditions.
- The Loan may be extended for one (1) year with a floating-rate interest rate at an interest rate spread offered by John Hancock for loans of similar-type apartment buildings in the Philadelphia metropolitan area.

VOTED INVESTMENT

Investment: 6518467 Investment Amount: \$32,000,000
 Avenel @ Montgomery Square Apts

LINES OF BUSINESS ALLOCATIONS - VOTED SECTION**JHLICO Accounts**

	<u>\$ Allocation</u>
GBRE	\$3,900,000
GRP.INS	\$3,000,000
RLTC	\$5,000,000
Remain	\$4,200,000
Open	\$2,600,000
ICA	\$10,000,000
REFA	\$1,200,000

IPLICO Accounts

	<u>\$ Allocation</u>
IPLICo	\$2,100,000

Total JHLICO \$29,900,000

Total IPLICO \$2,100,000

Prepayment Terms - Voted Section**Prepayment Premium**

Lo	48
YM1	69
Open	3

Partial Payment Allowed No

Prepayment Terms Description - Voted Section

Closed for 4 years; then open in full in the 5th year under a yield maintenance formula indexed to U.S. Treasury Securities having the closest matching maturity to the maturity date of the loan. The yield maintenance premium shall be discounted to its present value. The loan will be open to prepayment at par during the last 90 days of the loan term.

Key Date Information - Voted Section

Rate Lock Date	8/2/2004	Commitment Expiration	8/2/2005
Approval Date	8/10/2004	Vote Expiration	8/9/2005

INVESTMENT MEMORANDUM

Investment: 6518467

Investment Amount: \$32,000,000

Avenel @ Montgomery Square Apts

Strengths of Deal

- The security is a newly constructed, class-A apartment complex located in a strong apartment market that has not had new apartment construction in over 15 years.
- The developers of the security have extensive construction experience and they have contracted with a very experienced management and marketing firm to direct the lease up and property operations.

Weaknesses of Deal

- The property does not have an operating history since it is under construction and in its lease-up phase. However, leasing for the first building has been strong. In addition, a waiting list of 103 prospects has been assembled for certain units in other buildings now under construction. Operating expenses were also conservatively estimated to be \$5,527/unit per year, even though tenants pay for most utilities.

Exceptions to Guidelines

- Funding will occur when the property is complete and is at least 80% occupied. If the Borrower closes before the gross underwritten rents are achieved, a Rental Achievement Reserve will be held by John Hancock for that portion of the Loan in excess of a 75% LTV and/or under 1.25 DSCR. The Borrower will have a one-time right to request all or a portion of this reserve during the six-month period after the Closing for achieved rents. Any remaining reserve amount may be applied to the Loan principal, at John Hancock's discretion, but with no prepayment premium.
- The Borrower will have the one-time right to request additional Loan proceeds, with a minimum amount of \$1.0 million, between the 2nd and 5th Loan Years at the then market interest rate, subject to a 75% LTV and 1.25 DSCR, and other conditions, including approval of John Hancock. The Borrower shall also have the right to have one second mortgage by a third-party lender subject to these same LTV and DSCR conditions and other conditions.
- The Loan may be extended for one (1) year with a floating-rate interest rate at an interest rate spread offered by John Hancock for loans of similar size, type, location and character secured by rental apartment buildings in the Philadelphia metropolitan area. - Late charges will be 4% instead of 5%, and the interest rate add-on for defaults was reduced from 7% to 5%. - SPE and SAE status was waived since the Borrower owns a separate piece of land. This land, however, must be transferred if Borrower wishes to use it as security for a loan.

INVESTMENT MEMORANDUM

Investment:	6518467	Investment Amount:	\$32,000,000
	Avenel @ Montgomery Square Apts		
<u>Use of Funds</u>		<u>Borrower Purchase Information</u>	
Loan Purpose	Refinance	Purchase Date	06/01/96
Loan Amount	\$32,000,000	Purchase Price	\$7,680,000
Less Current Debt/Purchase Price	\$30,742,000 Wilmington Trust &	Capital Expenditures	\$27,875,801
Closing Cost/Other Expenses	\$5,063,801 Wachovia	Borrower Investment Basis	\$35,555,801
Net Proceeds to Borrower	-\$3,805,801		

<u>Loan Fees</u>	<u>\$ Amount</u>	<u>% of Loan</u>	
Processing Fee	\$5,000	0.02%	
Application Fee	\$320,000	1.00%	
Commitment Fee	\$640,000	2.00%	
Embedded Origination Fee	\$160,000	0.50%	JHREF - Philadelphia
Broker's Origination Fee	\$160,000	0.50%	Carey, Kramer, Pettit, Panichelli & Associates

Purchase Information / Previous History

- The Borrower purchased the site in 1996, rezoned it, obtained building permits and started construction in late 2003. At closing, the Borrower will have an estimated \$3.8 million of cash equity in the property.

Borrower Information

Borrower/Applicant	Montgomery Square Partnership		
Entity Type	Partnership		
State of Incorporation	Pennsylvania		
Single Asset Entity	No	Independent Director	No
Special Purpose Entity	No	Non-Consolidation Opinion	No
Bankruptcy Remote Entity	No		
Property Management Company	Buzzulo Management	Affiliate of Borrower	No

Borrower Entity Information

- The Borrower is a general partnership composed of three limited partnerships, all formed in Pennsylvania. (1.) Vestmont Limited Partnership's general partner is Vesterra Corporation (which 1% is owned equally by James P. Koller and Frank C. Palopoli) and the LP units are owned 44.5% by James R. Koller, 44.5% by Frank C. Palopoli, and 10% by Joseph P. Kelley. (2.) Vestmont Limited Partnership II's general partner is also Vesterra Corporation (which 1% is owned equally by James P. Koller and Frank C. Palopoli) and the LP units are owned 38.28% by James R. Koller, 38.28% by Frank C. Palopoli, and 22.44% by Joseph P. Kelley. (3.) Vestmont Limited Partnership III's general partner is also Vesterra Corporation (which 1% is owned equally by James P. Koller and Frank C. Palopoli) and the LP units are owned 66.17% by Koller Kelly Partnership, LP and 32.83% by FCP Group LP.

Database Searched	Issue	Database Searched	Issue
Bankruptcy	No	UCC-1	No
Credit Report	No		
Civil Records	No		
Judgments	No		
Secretary of State	No		
Tax Authority/Liens	No		

Description of Credit Issues - Borrowing Entity Only

- None known.

INVESTMENT MEMORANDUM

Investment:	6518467	Investment Amount:	\$32,000,000
	Avenel @ Montgomery Square Apts		

Principal/Sponsor Information

First Principal/Sponsor Name	James P. Koller		
Net Worth	\$25,100,415	as of	6/30/2004 Source Financial Statement

Was the Principal/Sponsor ever convicted of a felony?	No
Was the Principal/Sponsor ever subject to a substantial lawsuit or judgment in the past 3 years?	No
Has the Principal/Sponsor ever failed to repay debt in full?	No
Was the Principal/Sponsor ever subject to foreclosure?	No
Was the Principal/Sponsor ever in bankruptcy?	No

Second Principal/Sponsor Name	Frank C. Palopoli		
Net Worth	\$21.634,000	as of	6/30/2004 Source Personal Balance Sheet

Was the Principal/Sponsor ever convicted of a felony?	No
Was the Principal/Sponsor ever subject to a substantial lawsuit or judgment in the past 3 years?	No
Has the Principal/Sponsor ever failed to repay debt in full?	No
Was the Principal/Sponsor ever subject to foreclosure?	No
Was the Principal/Sponsor ever in bankruptcy?	No

Principal/Sponsor Comment

~ James P. Koller is an attorney who specialized in real estate law for 10 years until founding, in 1986, the Vesterra Corporation, the general partner of the Borrower. Vesterra develops both commercial properties and single-family homes. Mr. Koller was associated with Dilworth Paxson Kalish & Kauffman and later with Dechert Price & Rhoads prior to his involvement with Vesterra. Mr. Koller guarantees the non-recourse carve outs and has a net worth of \$25.1 million with liquid assets of \$14.6 million.

~ Frank C. Palopoli has over 25 years of real estate experience and, prior to co-founding Vesterra, was a principal in Blue Bell Realty Services, Inc. and Berwind Realty Services, Inc. Both firms provided work-out, development and real estate services to corporate, institutional and private individuals. Mr. Palopoli guarantees the non-recourse carve outs and has a net worth of \$21.6 million with liquid assets of \$9 million.

~ Joseph P. Kelley joined Vesterra in 1987. Before joining Vesterra he was a financial manager for mergers and acquisitions for Foster Medical. He began his career as an auditor with Price Waterhouse. Mr. Kelley also guarantees the non-recourse carve outs and has a net worth of \$3.6 million with liquid assets of \$738,000.

Principal/Sponsor related John Hancock Loans

~ None.

INVESTMENT MEMORANDUM

Investment:	6518467	Investment Amount:	\$32,000,000
	Avenel @ Montgomery Square Apts		

Escrows

Reserve Type	Required	Amount at Closing	Monthly Amount	Cap
Tax	Yes			
Insurance	No			
Capex	No			
Deferred Maintenance	No			
TI/LC	No			
Environmental	No			

Reserve Comments

- Funding will occur when the property is complete and is at least 80% occupied. If the Borrower closes before the gross underwritten rents are achieved, a Rental Achievement Reserve will be held by John Hancock for that portion of the Loan in excess of a 75% LTV and/or under 1.25 DSCR. The Borrower will have a one-time right to request all or a portion of this reserve during the six-month period after the Closing for achieved rents. Any remaining reserve amount may be applied to the Loan principal, at John Hancock's discretion, but with no prepayment premium.

- Reserves for insurance, replacements and leasing costs will be suspended as long as the Loan does not have an event of default, and subject to other customary conditions.

INVESTMENT MEMORANDUM

Investment: 6518467 Investment Amount: \$32,000.000
 Avenel @ Montgomery Square Apts

Location Information

Property Name	Avenel @ Montgomery Square Apts	County	Montgomery
Address	1100 Avenel Blvd.	MSA	Philadelphia
	Montgomeryville	Pennsylvania	19454

Location Description

- The subject is located on a newly constructed dead-end road (Avenel Blvd.) that only serves the property. Avenel Boulevard intersects State Route 202 (DeKalb Pike) just south of where Route 202 intersects State Route 309 (Bethlehem Pike) and a half mile north of Route 63 (Welsh Road). Route 309 becomes a divided highway about two miles south of the subject and connects with the Pennsylvania Turnpike (I-276) about six miles south of the subject. I-476, the Blue Route, is about five mile southwest of the subject. The site is located between the Montgomery Mall and the Montgomery Square Shopping Center. Philadelphia is about 17 miles to the southeast.

- The population in a three mile radius is approximately 63,400 individuals and median household income is about \$69,000 while average household income is about \$89,000.

Property Information

Property Type	Multifamily	Property Kind Code	B
Property Sub-Type	Multifamily - Garden Apartments	Property Type Code	19
Garden Apts. (1980+)		Property Sub-Type Code	101
Total Number of Units	256	Land area	18.35
Total Net Rentable Sq. Ft.	274,931	Open Parking	404
Number of Buildings	9	Covered Parking	112
Number of Floors	3	Total Parking	516
Year Built	2004-05	Parking Ratio	2.02
Year Renovated	0	Sewer	Public
Elevators	1	Water	Public
Building Frame	Steel	HVAC System	Package Units
Exterior	Vinyl	Fuel	Electric
Roof Type	Pitched	Seismic Zone	2
Roof Material	Shingle	Alquist Priolo Zone	No
Ground Lease	No	PML Factor	
Ground Lease Expiration	N/A	Storm/Hurricane Zone	No
Ground Lease Subordinate	N/A	Flood Zone	
		Environmental Issues	No

Property Description

- The subject will be comprised of eight (8) three-story buildings and one four-story building. The buildings are wood structures with vinyl, wonder board and brick exterior, with side-by-side, six-foot, double-hung, insulated windows, pitched roofs with gable features, enclosed balconies or patios, and covered staircases. The four-story building will offer an elevator, recreation room, exercise room and access to common pool and patio. The buildings also offer interior garages and storage space for rent, as well exterior garages. The site will be landscaped and have pole lighting.

- The interior of the units will have 9-foot ceilings, track lighting, upgraded kitchens, walk-in closets, full-size washers and dryers, and security systems that can be leased on a monthly basis. All rooms will have phone lines and cable outlets. About 108 units will also have electric fireplaces.

INVESTMENT MEMORANDUM

Investment:	6518467	Investment Amount:	\$32,000,000
	Avenel @ Montgomery Square Apts		

Additional Property Information

Rent Controlled	No	Electric Paid By	Tenant
Rent Subsidized	No	Heat Paid By	Tenant
Section 42	No	Water Paid By	Tenant
Section 8	No	Sewerage Paid By	Tenant

Utilities/Expenses Paid by Tenant

- Tenants pay for all utilities to their units.

Utilities/Expenses Paid by Landlord

- Landlord pays for common area utilities. Only the four-story building will have fully enclosed hallway and staircases.

General Comments

- This is a project under construction.

Amenities

Air Conditioning	Yes	Fireplace	Yes	Health Club	Yes
Washer/Dryer	Yes	Laundry	No	Club Room	Yes
Dishwasher	Yes	Security	Yes	Pool	Yes
Trash Compactor	No	Other Amenities	Yes	Hot Tub	No
				Tennis	No

Amenities Comments

- These apartments will also offer security system rental, 9-foot ceilings, track lighting, multiple phone lines and high-speed cable outlets, private patios or balconies, full-size washer and dryer, walk-in closets, extra storage space and attached or detached garages for rent.

- The common area will offer a residence lounge, executive business center, exercise room and resort-style pool. Most units will have two parking spaces.

Tenant Mix

Family	40%	Senior	10%	Military	5%
Single	60%	Student	10%	Other	5%

Tenant Mix Comment

- This is an upscale residential development that targets mid to upper income individuals and professionals.

Environmental Issue Comment

- None known.

INVESTMENT MEMORANDUM

Investment:	6518467	Investment Amount:	\$32,000,000
	Avenel @ Montgomery Square Apts		

Valuation Summary

NOI	\$3,288,467		
Underwriter's Cap Rate	7.250%	<u>Loan to Value Ratios</u>	
Underwriter's Capped Value	\$45,358,161	Underwriter's Capped	70.55%
Discounted Cash Flow Value		Discounted Cash Flow	0.00%
External Appraisal		External Appraisal	0.00%
Summation Value	\$45,400,000	Summation Value	70.48%

Land Area	18.35	<u>Physical Valuation</u>	
Land Value per Acre	\$418,529	Land	\$7,680,007
Total Gross Building Area	274,931		
Building Cost per Sq. Ft. (net)	\$101.39	Building	\$27,875,254
Other Site Improvements		Site Improvement	\$0
		Total Physical Value	\$35,555,261

Valuation Comment

- RENTAL COMPS: Nine comparable properties were identified with one bedroom rents from \$1,020 - \$1,461/unit and two bedroom rents from \$933 - \$1,790/unit, while the subject projects rents of \$1,197 - \$1,790/unit for the one bedrooms and \$1,609 - \$1,846/unit for the two bedrooms and \$1,895 - \$2,200/unit for the three bedrooms. Only one comparable property is nearby but is over 20 years old. The remaining comparable properties will not compete with the subject since the distance is in excess of five miles, and most of those are much older properties as well. The rent-per-square-foot of the rental comps indicate that the subject's rents are similar to market rents, even though the subject has the advantage of being brand new.

- Condominium sales comps range from \$173,900 to \$264,000 while the subject's valuation is \$177,180/unit

- Capitalization rates range from 6.25% to 7.5%, with the newer apartment buildings going in the lower cap rates. The subject's valuation is based on a 7.25% cap rate.

- Comparable sales for garden-style apartment building built since 1990 range from \$104,000/unit to \$149,000/unit. The Regatta Apartments in Norristown (an inferior location) is currently being marketed at \$172,000/unit

<u>Market/Sub-Market Performance</u>	<u>Market</u>	<u>Sub-Market</u>	<u>Competitive Group</u>
Name of Market	Philadelphia	Lansdale/Gwynedd	
Total Units	194,682	5,880	
Total Vacancy (current/worst/best)	3.8%/3.8%/1.6%	4.9%/4.9%/0.9%	
New Supply - Coming Year (units)	1,461	100	
New Supply last 12 months	401	0	
Net Absorption last 12 months	303	-18	
Projected net absorption next 12 mths	1,059	110	
Effective Rent / Unit	\$886	\$945	
Peak Rent / Unit	\$878	\$945	
Last Year's Rent / Unit	\$878	\$936	
Median Operating Expenses / Unit			
Concessions			

Source of Market Information REIS, Marcus & Millichamp

Market/Sub-Market Comment

- According to REIS, the Lansdale/Gwynedd apartment market (5,880 units in 29 projects) is 4.9% vacant and with a median vacancy rate of 3.4%. Rental growth should moderate after growing 2.7% during the previous year. The average asking rent is \$945/month. No new units have been constructed during the last four years and only 32 units have been built since 1999. The subject is the only complex under construction or planned in this submarket at this time. The Greater Philadelphia apartment market (194,270 units in 1,141 projects) is 3.8% vacant and rental growth should also moderate after growing 3.2% over the previous year. Roughly 1,461 units are under construction and are projected to be absorbed with minor effect on the overall vacancy.

- Marcus & Millichamp project slightly increasing vacancy for the Philadelphia market, but also rent increases of 3.6% in 2004

- Two apartment properties were recently built in different submarkets about eight miles south or west to the subject. The Glen at Lafayette Hill (139 units) located in Lafayette, PA was developed in 1999 and reached stabilization within 10 months. Henderson Square (128 units) located in King of Prussia was built in 2001 and was stabilized within 12 months. The subject's 256 units are projected to be stabilized within 20 months from the start of construction.

- The population in a three mile radius is approximately 63,400 individuals and median household income is about \$69,000 while average household income is about \$89,000. Of that population, about 24% rent their homes.

INVESTMENT MEMORANDUM

Investment: 6518467
 Property: Avenel @ Montgomery Square Apts
 Investment Amount: \$32,000,000
 No. of Units 256

Statement Name

Cash Flow Analysis

INCOME:	Period Ended	12/31/00	12/31/01	12/31/02	\$ / Unit	% of EGI	Underwritten	\$ / Unit	% of EGI	Appraisal	\$ / Unit	% of EGI	Cash Flow Footnotes
Base Rent - Occupied		\$0	\$0	\$0	\$0	0%	\$4,638,600	\$1,510	99%	\$0	\$0	0%	a
Base Rent - Vacant		\$0	\$0	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%	a
Laundry/Vending Income		\$0	\$0	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%	b
Parking Income		\$0	\$0	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%	b
Other Income		\$0	\$0	\$0	\$0	0%	\$312,213	\$102	7%	\$0	\$0	0%	b
Gross Income		\$0	\$0	\$0	\$0	0%	\$4,950,813	\$1,612	105%	\$0	\$0	0%	
Vacancy Allowance		\$0	\$0	\$0	\$0	0%	\$247,541	\$81	5%	\$0	\$0	0%	c
Effective Gross Income		\$0	\$0	\$0	\$0	0%	\$4,703,272	\$1,531	100%	\$0	\$0	0%	
OPERATING EXPENSES:													
Real Estate Taxes		\$0	\$0	\$0	\$0	0%	\$480,000	\$1,875	10%	\$0	\$0	0%	d
Property Insurance		\$0	\$0	\$0	\$0	0%	\$82,480	\$322	2%	\$0	\$0	0%	e
Utilities		\$0	\$0	\$0	\$0	0%	\$87,749	\$343	2%	\$0	\$0	0%	f
Repairs and Maintenance		\$0	\$0	\$0	\$0	0%	\$182,741	\$714	4%	\$0	\$0	0%	f
Management Fees		\$0	\$0	\$0	\$0	0%	\$176,373	\$689	4%	\$0	\$0	0%	g
Payroll & Benefits		\$0	\$0	\$0	\$0	0%	\$294,781	\$1,151	6%	\$0	\$0	0%	f
Advertising & Marketing		\$0	\$0	\$0	\$0	0%	\$59,713	\$233	1%	\$0	\$0	0%	f
Professional Fees		\$0	\$0	\$0	\$0	0%	\$5,000	\$20	0%	\$0	\$0	0%	f
General and Administrative		\$0	\$0	\$0	\$0	0%	\$45,969	\$180	1%	\$0	\$0	0%	f
Other Expenses		\$0	\$0	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%	f
Ground Rent		\$0	\$0	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%	f
Total Operating Expenses		\$0	\$0	\$0	\$0	0%	\$1,414,806	\$5,527	30%	\$0	\$0	0%	
Net Operating Income		\$0	\$0	\$0	\$0	0%	\$3,288,467	\$12,846	70%	\$0	\$0	0%	
Reserves		\$0	\$0	\$0	\$0	0%	\$64,000	\$250	1%	\$0	\$0	0%	h
Extraordinary Capital Expenditures		\$0	\$0	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%	i
Total LC, TI's and Capital		\$0	\$0	\$0	\$0	0%	\$64,000	\$250	1%	\$0	\$0	0%	
Cash Flow Available for D. S.		\$0	\$0	\$0	\$0	0%	\$3,224,467	\$12,596	69%	\$0	\$0	0%	
Annual Debt Service		\$2,346,900	\$2,346,900	\$2,346,900	\$2,346,900		\$2,346,900			\$2,346,900			
Net Cash Flow after Debt Service							\$877,567						
DSCR							1.37						

JH 01142

INVESTMENT MEMORANDUM		Investment Amount: \$32,000,000
Investment: 6518467		No. of Units 256
Property: Avenel @ Montgomery Square Apts		
Cash Flow Footnotes		
General Comments		
~ The rents and expenses are based on market studies and projections by the developer.		
a.)	GPR is based on rental projections, a market study and some preleasing.	
b.)	Other income is based on rental of security systems, storage spaces, and garages, as well as application fees, and late fees.	
c.)	Vacancy allowance was taken at 5% which is below the sub-market vacancy rate.	
d.)	Real estates taxes were underwritten based on an estimate of final assessed value.	
e.)	Insurance was underwritten based on insurance bids.	
f.)	General operating expenses were underwritten based on the developer's budget and estimates of operating costs.	
g.)	Management fee was underwritten at 3.75%, which is a market rate for like-type properties.	
h.)	Replacement reserves were underwritten at \$250 per unit.	
i.)	Extraordinary capital items were not underwritten since this is project will me new construction.	

JH 01143

INVESTMENT MEMORANDUM

Investment: 5518467 Investment Amount: \$32,000,000
 Property Name: Average @ Montgomery Square Apts Unit Mix Analysis
 Property Type: Multifamily Total Number of Units: 256
 Current Occupancy: 100.0%
 Rent Roll Date: 10/1/2000

OCCUPIED										Rental Range		VACANT		UNDERWRITTEN		
Type	Unit Description	Number of Units	Total Sq. Ft.	Average Sq. Ft. / Unit	Number of Occupied Units	Physical Occupancy	Monthly Rent for Occupied Units	Average Monthly Rent for Occupied Units	Average Monthly Rent per Sq. Ft.	Low	High	Monthly Rent for Vacant Units (market)	Total Monthly Rent for Vacant Units	Underwritten Monthly Rent	Underwritten Rent per Unit	Underwritten Rent per Sq. Ft.
1BR	A	30	23,640	788	30	100%	\$36,750	\$1,225	\$1.55			\$1,225	\$0	\$36,750	\$1,225	\$1.55
1BR	B	48	40,896	852	48	100%	\$60,000	\$1,250	\$1.47			\$1,250	\$0	\$60,000	\$1,250	\$1.47
1BR	C	15	14,655	977	15	100%	\$21,000	\$1,400	\$1.43			\$1,400	\$0	\$21,000	\$1,400	\$1.43
1BR	B-L	32	32,224	1,007	32	100%	\$47,200	\$1,475	\$1.46			\$1,475	\$0	\$47,200	\$1,475	\$1.46
2BR	F	8	9,264	1,158	8	100%	\$12,600	\$1,575	\$1.36			\$1,575	\$0	\$12,600	\$1,575	\$1.36
2BR	E	69	81,006	1,174	69	100%	\$112,470	\$1,630	\$1.39			\$1,630	\$0	\$112,470	\$1,630	\$1.39
2BR	E-L	34	45,934	1,351	34	100%	\$60,350	\$1,775	\$1.31			\$1,775	\$0	\$60,350	\$1,775	\$1.31
2BR	G	16	21,472	1,342	16	100%	\$28,800	\$1,800	\$1.34			\$1,800	\$0	\$28,800	\$1,800	\$1.34
2BR	D	4	5,940	1,460	4	100%	\$7,380	\$1,845	\$1.26			\$1,845	\$0	\$7,380	\$1,845	\$1.26
Totals		256	274,931	1,074	256	100%	\$366,550					\$0	\$0	\$366,550		

Total Annualized Rent \$4,938,900

Rent Roll Comments

- The project is under construction so the rents are projections of actual final lease up. If these rents are not achieved, the loan will only be funded up to a 75% LTV and 1.25 DSCR based on the actual NOI and the appraisal.

JH 01144

VOTED MEMORANDUM

Investment:	6518467	Investment Amount:	\$32,000,000
	Avenel @ Montgomery Square Apts		

Rate Reset/Loan Term Extension Information - VOTED TERMS

Borrower shall have the option to extend the term of the Loan for one (1) period of twelve (12) months from the maturity date of the Loan upon delivering to JH written notice of the desire to so extend not less than one hundred eighty (180) days prior to the maturity date. The Loan shall accrue interest during such extended period at a variable rate. Notwithstanding the foregoing, the Loan shall only be extended if all of the following conditions are satisfied: (a) There is no default then continuing under the Loan Documents; (b) JH and Borrower agree to terms for the extension period (including without limitation an interest rate index and spread and acceptable LTV and DSCR ratio given the then amount of the Loan and any subordinate financing which may be in place on the Security) no less than one hundred twenty (120) days prior to the then maturity date of the Loan; (c) Borrower satisfies all of the conditions of JH then imposed in its sole but reasonable discretion to extend the Loan; (d) The Loan remains prior to any other lien, mortgage or encumbrance on the Security; (e) Borrower satisfies all conditions of, and executes and delivers documents for, such extension on or before the then maturity date of the Loan; (f) Borrower pays all of JH's costs associated with such extension (including without limitation all attorneys' fees) and an extension fee equal to 0.25% of the then outstanding principal balance of the Loan; and (g) JH is still making variable rate commercial mortgage loans on properties of similar size, credit quality, character, type and location at the time of such extension.

JH 01145

Investment Number:	<u>6518467</u>	Loan Term - Mths / Amortization - Mths	<u>120 / 360</u>
Property Name:	<u>Arsenal @ Montgomery Square Arms</u>	Interest Rate / Payment Constant:	<u>6.180% / 7.134%</u>
LOCATION :	<u>Montgomeryville</u> <u>Pennsylvania</u>	Semi-Annual Equivalent:	<u>6.260%</u>
Investment Officer:	<u>Timothy J. Malik</u>	Average Life:	<u>9.29</u>
		Duration:	<u>6.76</u>
		Treasury Spread	<u>186.77</u>
		RATING:	<u>BAA1</u>

Originating Correspondent:	John Hancock Real Estate Finance, Inc. - Philadelphia	040-03
Servicing Correspondent:	John Hancock Real Estate Finance, Inc. - Philadelphia	040-03

SECURITY	EXCELLENT	VERY GOOD	GOOD	FAIR	POOR	VERY POOR	VERY	TOT.
	1	2	3	4	5	6		
LOCATION								
IMPROVEMENTS								
MARKET								
INC. QUAL.								
OWNERSHIP								

UNDERWRITING	LOAN TO FMV	DS COVERAGE	REF. CAPAC.
70.48%			
1.37			
1.238			

Refinance Scale Calculation	Refinance Sizing Constant	Sizing Constant Information	Rating Adjustment Comments
Balloon Balance	\$26,863,760	Loan Amount	\$32,000,000
Debt Service	\$2,604,699	Sizing Constant	10.00%
Underwritten CFADS	\$3,224,467	Annual Debt Service	\$3,200,000
Refinance Annual DSCR	1.236	Underwritten CFADS	\$3,224,467
Minimum DSCR	1.15	DSCR	1.01
		Minimum DSCR	1.05

SECURITY	EXCELLENT	VERY GOOD	GOOD	FAIR	POOR	VERY POOR	VERY	TOT.
	1	2	3	4	5	6		
LOCATION								
IMPROVEMENTS								
MARKET								
INC. QUAL.								
OWNERSHIP								

UNDERWRITING	LOAN TO FMV	DS COVERAGE	REF. CAPAC.
70.48%			
1.37			
1.238			

Refinance Scale Calculation	Refinance Sizing Constant	Sizing Constant Information	Rating Adjustment Comments
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		Minimum DSCR	1.05

SECURITY	EXCELLENT	VERY GOOD	GOOD	FAIR	POOR	VERY POOR	VERY	TOT.
	1	2	3	4	5	6		
LOCATION								
IMPROVEMENTS								
MARKET								
INC. QUAL.								
OWNERSHIP								

UNDERWRITING	LOAN TO FMV	DS COVERAGE	REF. CAPAC.
70.48%			
1.37			
1.238			

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Minimum DSCR	1.15	DSCR	1.01
		Minimum DSCR	1.05

SECURITY	EXCELLENT	VERY GOOD	GOOD	FAIR	POOR	VERY POOR	VERY	TOT.
	1	2	3	4	5	6		
LOCATION								
IMPROVEMENTS								
MARKET								
INC. QUAL.								
OWNERSHIP								

UNDERWRITING	LOAN TO FMV	DS COVERAGE	REF. CAPAC.
70.48%			
1.37			
1.238			

Refinance Scale Calculation	Refinance Sizing Constant	Sizing Constant Information	Rating Adjustment Comments
Balloon Balance	\$26,863,760	Loan Amount	\$32,000,000
Debt Service	\$2,604,699	Sizing Constant	10.00%
Underwritten CFADS	\$3,224,467	Annual Debt Service	\$3,200,000
Refinance Annual DSCR	1.236	Underwritten CFADS	\$3,224,467
Minimum DSCR	1.15	DSCR	1.01
		Minimum DSCR	1.05

SECURITY	EXCELLENT	VERY GOOD	GOOD	FAIR	POOR	VERY POOR	VERY	TOT.
	1	2	3	4	5	6		
LOCATION								
IMPROVEMENTS								
MARKET								
INC. QUAL.								
OWNERSHIP								

UNDERWRITING	LOAN TO FMV	DS COVERAGE	REF. CAPAC.
70.48%			
1.37			
1.238			

Refinance Scale Calculation	Refinance Sizing Constant	Sizing Constant Information	Rating Adjustment Comments
Balloon Balance	\$26,863,760	Loan Amount	\$32,000,000

XXV														
AAA	AA1	AA2	AA3	A1	A2	A3	BAA3	BA1	BA2	BA3	B1	B2	B3	CAA
20.00	28.60	28.60	28.60	10.61	28.60	10.61	28.60	12.14	0.14	0.14	8.4	3.4	0.4	1.6

JH 01146

Constant at 1.20 DSCR (using
the Refinance Sizing Constant
as the Interest ratio)

**Manulife Financial - U.S. Mortgage
Risk Rating Worksheet**

ALL SHADED AREAS MUST BE FILLED IN

Date: 8/10/2004

Loan #: 6518457

Borrower Name: Montgomery Square Partnership
Property Name: Avenet @ Montgomery Square Apts
Property Address: Montgomeryville Pennsylvania

Credit Rating: Final: BBB Indicated: BBB Recommended: BBB

Based on: Quality Classification: Good
Loan to Value: 70.00%
Debt Service Coverage: 1.25

QUALITY: Award points, on a scale of -5 to +5, representing the project's quality ranging from Unacceptable to Excellent taking into account competitive factors and future trends.

Project Characteristics

		Points	Multiplier	Total
1. Location				
a)	State Economics	5	1	5
b)	City Economics	5	2	10
c)	Neighbourhood Economics	5	2	10
d)	Site Logistics	5	2	10
2. Age, Condition				
a)	Age (Old to New)	5	1	5
b)	Attractiveness	5	2	10
c)	Flexibility	3	2	6
d)	Parking ratios	3	2	6
e)	Construction Quality	5	2	10
f)	Landscaping	4	1	4
g)	Property Management	4	1	4
h)	Environmental Risk (High to Low)	4	1	4
3. Zoning Conformity				
		5	2	10
4. Market/Neighbourhood Suitability				
		5	2	10
5. Market Demand, Leasing Risk				
a)	Comparison to Market Vacancy	1	1	1
b)	Market Trends (Weak to Strong)	4	1	4
c)	Lease Terms	4	1	4
d)	Income Mix	4	1	4
e)	Tenant Mix	3	1	3
f)	Tenant Quality	3	1	3
g)	Rental Rates (above to below mkt)	4	1	4
h)	Lease Maturity Diversification	2	1	2

Sponsor Characteristics

1. Net Worth	3	1	3
2. Financial Capacity	3	1	3
3. Experience	5	1	5
4. Reputation	5	1	5
5. Monetary Recourse	0	2	0

JH 01147

**Manulife Financial - U.S. Mortgage
Risk Rating Worksheet**

Credit Structure

1. Term (vs. Market, Longer to Less)		1	2
2. Additional Security (Sufficiency)		2	0
3. Covenants (Sufficiency)		1	3
4. Guarantees (Sufficiency)		2	6
5. Amortization (vs Market, Longer to Less)		2	4
6. Interest Rate (vs Historical Trend, Lower to Higher)		1	3
TOTAL QUALITY POINTS			163

SUMMARY

Loan #: 6518467

Borrower Name: Montgomery Square Partnership

Quality: The total points of 163 indicates a Quality classification of: **Good**

Classification Table (Minimum): Excellent = 180 points
 Good = 140 points
 Fair = 90 points, min. 18 pts. from Sponsor

Debt Service Coverage Ratio

DSC is using a vacancy factor and 25 year amortization.

Loan to Value Ratio

LTV is using a Capitalization rate of

Indicated Credit Rating: MLI BBB OSFI Satisfactory

Recommended Credit Rating: MLI OSFI

Remarks: (justify if Indicated and Recommended ratings do not agree).

Borrower/Principal Affiliate(s)/Individuals:

Reviewed against Master Consolidated List of terrorist names/organizations/entities.

Signed:

Date:

EXHIBIT O

Malik, Timothy J.

From: Malik, Timothy J.
Sent: Thursday, August 12, 2004 5:32 PM
To: Henderson, David B.
Cc: Thomas, Ivor
Subject: Avenel

Dave,

Operating expenses are high in a number of instances other than the reserves. . taxes - since they are using a 2006 projection instead of 2005, management - since the start-up fee is probably higher than the fee would be with a stabilized property, utilities - since everything is reimbursed (including water usage of tenants), and possibly insurance and repairs & maintenance - by smaller amounts.

To make the numbers work, we would need to assume that the expense/unit is \$4,957/unit instead of the original \$5,527/unitsomething that is not wholly unreasonable given the new condition of the property.

However, I did go back and look at the Regatta Apartments (new construction in Philadelphia) that has done earlier this year. I noticed that at approval it only underwrote a 0.95:1 DSCR on the 10% Constant. (Keep in mind that the CMBS world uses a 9.66% constant hurdle because apartment loans have intrinsically less risk.) The Regatta had expenses of \$5,109/unit in my underwriting although it has more interior common areas than Avenel. I think the expenses in Avenel are high, since I tried to be conservative in my underwriting, but my conservatism may lose a deal in this instance.

Today (only 4 months later) Regatta has at least 8 institutional all-cash buyers at a \$58.5 million (which is over \$10MM more than we valued it). The cap rate with my underwriting would be 5.7%. I guess many of the buyer would feel that my underwriting is too conservative.

I strongly feel that the Avenel property is in a better location than Regatta and appeals to a larger population.

I look forward to your advice on what to do about solving the 10% constant problem without losing the deal.

Tim

Timothy J. Malik, CPM®, CCIM
Senior Investment Officer
John Hancock Real Estate Investment Group
200 Clarendon Street, 56th Floor
Boston, MA 02116-5021
(617) 572-3891
CELL (617) 791-6840
FAX (617) 572-9699
Email: tmalik@jhancock.com
Website: www.jhancockrealestate.com

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EXHIBIT P

' Hedge Loss

Page 1 of 1

From: Malik, Timothy J. [tmalik@jhancock.com]
Sent: Wednesday, August 11, 2004 10:54 AM
To: Ferrie, John
Subject: Avenel Hedge Loss

FYI

The hedge loss today would be \$355,000.

Timothy J. Malik, CPM(c), CCIM

Senior Investment Officer

John Hancock Real Estate Investment Group

200 Clarendon Street, 56th Floor

Boston, MA 02116-5021

(617) 572-3891

CELL (617) 791-6840

FAX (617) 572-9699

Email: tmalik@jhancock.com

Website: www.jhancockrealestate.com

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JH 00135

EXHIBIT Q



Patricia C. Coyne
Investment Officer

John Hancock Place, T-56
Post Office Box 111
Boston, MA 02117-0111
(617) 572-3867
(617) 572-9699 FAX
Email: pcoyne@jhancock.com
Website: www.jhancockrealestate.com
Express Mail: 200 Clarendon Street, T-56

MEMORANDUM

To: Timothy Malik – Home Office

From: Patricia Coyne

Subject: Montgomery Square Partnership
Apartments
1100 Avenel Boulevard
Montgomeryville, PA
New Mortgage Account No 6518467

Date: August 17, 2004

The above referenced mortgage loan was approved on August 10, 2004, as follows:

- | | |
|------------------------------|--|
| 1) Amount | \$32,000,000, |
| 2) Term | 120 months |
| 3) Amortization | 360 months |
| 5) Spread | 175 bps spread over the 10 Treasury which includes 45 bps for the 10 month forward component |
| 6) Interest Rate | Interest rate was locked on August 2, 2004 at 6.180% |
| 7) Funding | Three hundred sixty five (365) days from interest rate lock |
| 8) Disbursement Requirements | Rents of at least \$4,221,126 plus other income of \$284,114 and a minimum NCF DSCR of 1.25:1 and a 10% Breakeven interest rate using reserves of \$150.00 per unit with the possibility of a Rental Achievement Reserve of up to \$5,380,000. |
| 9) Anticipated Closing Date | on or before August 2, 2005, unless option to extend for a period of up to 90 days is exercised |
| 10) MAI Appraisal | MAI appraisal must have a LTV no greater than 75% |
| 11) Principal Affiliates | James R. Koller, Frank C. Palopoli and Joseph P. Kelley |

If you have any questions or comments in this regard, please do not hesitate to contact me.

Regards,

Handwritten signature of Patricia Coyne in cursive script.
Patricia Coyne

c.c. Arthur Francis – Closing – via e-mail
Frank Vitukevich – REIG Systems – via e-mail
Tricia Wilson – REIG Systems – via e-mail
Kolby Mitnik – REIG – via email

JH 01174

EXHIBIT R

FW: Revised Request for approval to fund the Loan with 75% LTV - 1.25% DSCR:

Page 1 of 2

From: Malik, Timothy J. [tmalik@jhancock.com]
Sent: Thursday, August 12, 2004 8:56 AM
To: Ferrie, John
Subject: FW: Revised Request for approval to fund the Loan with 75% LTV - 1.25% DSCR:

Revised

Who is the broker you are working with at Carey Kramer and his phone number.

Ivor may want to call him.

Timothy J. Malik, CPM(c), CCIM
Senior Investment Officer
John Hancock Real Estate Investment Group
200 Clarendon Street, 56th Floor
Boston, MA 02116-5021
(617) 572-3891
CELL (617) 791-6840
FAX (617) 572-9699
Email: tmalik@jhancock.com
Website: www.jhancockrealestate.com

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-----Original Message-----

From: Malik, Timothy J.
Sent: Thursday, August 12, 2004 8:52 AM
To: Thomas, Ivor
Cc: David Henderson (Henderson, David); Coyne, Patricia C.
Subject: Request for approval to fund the Loan with 75% LTV - 1.25% DSCR:

Subject Loan: John Hancock Mortgage #6518467
Avenel @ Montgomery Square Apartments
Montgomeryville, PA

Borrower: Montgomery Square Partnership
Original Approval Date: August 10, 2004
Original Loan Amount: \$32,000,000
Spread at Approval: 186 over average life
Current PBO: not funded (one-year forward commitment)
Rate: Locked on August 2, 2004 at 6.18%
Term/Amortization: 10/30 years
Maturity: August 2015

JH 00129

FW: Revised Request for approval to fund the Loan with 75% LTV - 1.25% DSCR:

Page 2 of 2

Rating: BAA1/BBB/Satisfactory
Specific Provisions: \$0

Status: Not Funded

Remarks: The Approval requires a 1.00:1 coverage based on a 10% constant at funding. Funding is contemplated in the Loan Application to be based on a 75% LTV and 1.25:1 DSCR, which will provide 10% Constant Coverage of 0.96:1 and actual debt service coverage of 1.30:1. An increase of only 3% in the property's occupancy (8 additional apartment rentals) will alleviate this shortfall and will provide the 10% Constant Coverage of 1.00:1. At the underwritten market occupancy of 95%, based on net cash flow, the property will provide 10% Constant Coverage of 1.02:1 and actual debt service coverage of 1.37:1. Actual market occupancy is 99% in this submarket of 5,880 apartment units.

Our review of the rental-market demand factors indicates that the 10% Constant Coverage shortfall should be relatively brief. We fully expect that, since the location of the subject is excellent with few nearby properties that effectively compete with it, the 10% Constant Coverage of 1.00:1 will occur within less than two (2) months from funding and certainly not more than six (6) months from funding.

In addition, treasuries have dropped 15 bps since rate lock, making the interest rate higher for the John Hancock Loan than for a loan the Borrower could garner today from a competing lender. GMAC has also offered the Borrower a loan of \$33 million, \$1 million higher than the John Hancock Loan.

Approval of this request to allow full funding at 75% LTV and a 1.25:1 DSCR is recommended.

Approved:

Ivor Thomas
Senior VP

David Henderson
Senior Investment Officer

Patricia Coyne
Investment Officer

EXHIBIT S

Avenel

Page 1 of 1

From: Ferrie, John [jferrie@jhancock.com]
Sent: Wednesday, August 11, 2004 3:34 PM
To: 'kelly@ckpp.com'
Subject: Avenel

Rob:
Slight hiccup. Hopefully we can resolve. Give me a call.
John

<<Avenel Exhibit 1A 8-11-04.xls>>

John P. Ferrie
John Hancock Real Estate Finance, Inc
486 Norristown Road, Suite 130
Blue Bell, PA 19422
610-825-9200 x 15 Phone
610-941-9872 Fax
e: mail: jferrie@jhancock.com

JH 00133

EXHIBIT 1A**EXAMPLES OF RESERVE CALCULATIONS****AVENEL @ MONTGOMERY SQUARE**

Units	256	EXAMPLE 1	EXAMPLE 2	EXAMPLE 3
INCOME				
Base Rent		\$4,638,600	\$4,638,600	\$4,638,600
Parking Income		\$0	\$0	\$0
Other Income		\$312,213	\$312,213	\$312,213
Gross Income		<u>\$4,950,813</u>	<u>\$4,950,813</u>	<u>\$4,950,813</u>
Vacancy @	20%	\$990,163	15%	\$742,622
Effective Gross Income		<u>\$3,960,650</u>	<u>\$4,208,191</u>	<u>\$4,651,289</u>
EXPENSES				
Operating Expenses				
Real Estate Taxes		\$480,000	\$480,000	\$480,000
Property Insurance		\$82,480	\$82,480	\$82,480
Utilities		\$87,749	\$87,749	\$87,749
Repairs & Maintenance		\$182,741	\$182,741	\$182,741
Janitorial		\$0	\$0	\$0
Management Fees @ 3.75%	3.75%	\$148,524	\$157,807	\$174,423
Payroll & Benefits		\$294,781	\$294,781	\$294,781
Advertising & Marketing		\$59,713	\$59,713	\$59,713
Professional Fees		\$5,000	\$5,000	\$5,000
General & Administrative		\$45,969	\$45,969	\$45,969
Other Expenses		\$0	\$0	\$0
Total Operating Expenses		<u>\$1,386,957</u>	<u>\$1,396,240</u>	<u>\$1,412,856</u>
NET OPERATING INCOME		\$2,573,693	\$2,811,951	\$3,238,432
LESS RESERVES @ \$160/UNIT		<u>\$38,400</u>	<u>\$38,400</u>	<u>\$38,400</u>
		<u>\$2,535,293</u>	<u>\$2,773,551</u>	<u>\$3,200,032</u>
Value @ 7.25% Cap		<u>\$35,499,214</u>	<u>\$38,785,529</u>	<u>\$44,668,034</u>
Maximum Loan or 75.00% LTV		<u>\$26,620,000</u>	<u>\$29,090,000</u>	<u>\$33,500,000</u>
Round To		<u>\$26,620,000</u>	<u>\$29,090,000</u>	<u>\$34,000,000</u>
Maximum Loan @ 10% Constant		<u>\$25,352,930</u>	<u>\$27,735,509</u>	<u>\$32,000,325</u>
Round To		<u>\$25,353,000</u>	<u>\$27,736,000</u>	<u>\$32,000,000</u>
Locked Amount		<u>\$32,000,000</u>	<u>\$32,000,000</u>	<u>\$32,000,000</u>
RESERVE (Based on LTV)		\$5,380,000	\$2,910,000	\$0
RESERVE (Based on 10% Constant)		<u>\$6,647,000</u>	<u>\$4,264,000</u>	<u>\$0</u>
DIFFERENCE		<u>\$1,267,000</u>	<u>\$1,354,000</u>	<u>\$0</u>
LOAN FUNDING AMOUNT		<u>\$25,353,000</u>	<u>\$27,736,000</u>	<u>\$32,000,000</u>
Base Rent Required with 75% LTV		\$3,710,880	\$3,942,810	\$4,221,126
Base Rent Required with 10% Constant		<u>\$3,710,880</u>	<u>\$3,942,810</u>	<u>\$4,357,866</u>
Additional Base Rent Required				<u>\$136,839</u>

EXHIBIT T

FW: Avenel at Montgomery Square/ \$34 million

Page 1 of 2

From: Ferrie, John [jferrie@jhancock.com]
Sent: Thursday, June 17, 2004 2:02 PM
To: Malik, Timothy J.
Subject: FW: Avenel at Montgomery Square/ \$34 million

Tim:

New apartment construction seeking 1 year forward on 10/30 basis. Great location and sponsorship. 256 units, the first building to come on line in July and the last in February 2005. Have leased 10 units out of construction trailer. Mucho competition but only FHLMC has ability for additional dollars. Best spread is 150 from NY Life but at \$31 million. FHLMC probably full dollars and +160-170 over 10 year all in

John

<<Avenel 6-11-04.xls>> <<Avenel Rating 6-17-04.xls>>

-----Original Message-----

From: McIsaac, Scott
Sent: Friday, June 11, 2004 11:59 AM
To: Ferrie, John
Subject: Avenel at Montgomery Square

Ian S. McIsaac
Regional Manager, Boston Mortgage Branch
116 Huntington Ave., Suite 5300
Boston, MA 02116
Tel: 617-236-0693
Fax: 617-236-0585
e-mail: scott_mcisaac@manulife.com

----- Forwarded by Scott McIsaac/Investments/Manulife on 06/11/2004 11:58 AM -----

Kevin Collins <collins@ckpp.com>

06/04/2004 03:08 PM

To: scott_mcisaac@manulife.com
cc:
Subject: Avenel at Montgomery Square

Scott -

As you discussed with Rob, attached please find some preliminary information on Avenel at Montgomery Square Apartments, a 256-unit Class "A" complex being constructed in Montgomeryville, PA. The subject property has an excellent location, close to all major arteries and amenities, in a high-income location. The first buildings

JH 00100

FW: Avenel at Montgomery Square/ \$34 million

Page 2 of 2

will be delivered in July, with the balance completed through February. The sponsor is seeking either a Lender to take over their construction loan and provide permanent financing or a forward. We have attached an excel file, including the proforma, construction costs and unit mix breakdown. We have also provided demographics and maps. Please review the attached and contact us with any questions. We will furnish you with any additional information you need. Thanks.

Kevin T. Collins
Carey, Kramer, Pettit, Panichelli & Assoc.
460 E. Swedesford Road, Suite 1000
Wayne, PA 19087
(610) 341-0250 x20 - Phone
(610) 341-0260 - Fax
collins@ckpp.com <<mailto:collins@ckpp.com>>

<<Montgomery 5-27-04.xls>> <<Demographics pdf>> <<Regional Map jpg>>
<<Neighborhood Map jpg>>

JH 00101

JOHN HANCOCK Real Estate Investment Group



PRELIMINARY LOAN INFORMATION WORKSHEET FOR
MULTIFAMILY PROPERTIES

NOTE 1: Blue fonts represent formulas. DO NOT CHANGE ANY FORMULAS!
NOTE 2: Red fonts represent input areas. Please complete as appropriate or put n/a.

SUBMISSION DATA

Correspondent Firm	JHREF, Inc. - Philadelphia	Borrower Name	Boston Underwriter	Timothy J. Malik
Contact	John Ferrie/ Brian Desolis	Type of Entity		
Contact Telephone #	610-825-9200	Borrower Contact	Rob Kelly	08/11/04
		Borrower Telephone #	610-341-0250 x 24	12/5/05 1:33 PM
		Date Prepared		
		Date/Time Printed (updated)		

PROPERTY INFORMATION

Property Name	Avenel @ Montgomery Square Apts	Property Type	Multifamily
Address	1100 Avenel Blvd.	Property Sub Type	Apartment
City	North Wales	Class	A
State	Pennsylvania	Total No. of Units	255
County	Montgomery	No. of Studio Units	0
Zip Code	19454	No. of 1BR Units	125
MSA		No. of 2BR Units	131
		No. of 3BR Units	0
		No. of 4 or More BRs	0
		Occupancy per Rent Roll	100.0%
		Rent Roll Date	10/18/00
		Year Built	0
		Most Recent Year Renovated	0
		# of Buildings	0
		# of Floors	0
		Land Area (acres)	0.00
		# of Open Parking Spaces	0
		# of Covered Parking Spaces	0
		Total Parking Spaces	0
		Parking Spaces/ Unit	0.00

LOAN REQUEST

LOAN TERMS:

Requested Loan Amount	\$34,400,000	Monthly Payment Type	Fixed Rate
Underwritten Loan Amount	\$32,000,000	Interest Rate Basis	30/360
Loan per Unit	\$125,000	Senior Mortgage	
Full Loan Term (months)	120	First	
Interest Only Period (months)	0	JHLICO	
Amortization (months)	360		
Treasury Benchmark	4.75%		
Monthly Spread	1.70%		
Interest Rate	6.45%		
Payment Constant	7.55%		
Underwritten NOI	\$3,195,686		
Capitalization Rate	7.250%		
Valuation (Cap of NOI)	\$44,078,434		
Loan to Value	72.60%		
Value per Unit	\$172,181		
DEBT SERVICE COVERAGE CALCULATION:			
Underwritten CFADS	\$3,131,686		
Annual P&I	\$2,414,528		
DSR (amortized basis)	1.30		
BALANCE AT MATURITY:			
Amount Due at Maturity	\$27,149,531		
Balance per Unit	\$106,053		
LTV at Maturity	61.59%		

OTHER LOAN DATA:

Monthly Payment Type	Fixed Rate
Interest Rate Basis	30/360
Type of Loan	Senior Mortgage
Loan Position or Priority	First
Loan Program	JHLICO

CAP RATE & LTV TEST based on Underwritten CFADS:

S & P Cap Rate	Maximum LTV = 95%
S & P Cap Rate used	9.50%
S & P Valuation	\$32,965,121
Loan to Value	97.1%

LOAN SIZING CALCULATION:

Loan Amount	\$32,000,000
Refinancing Constant	9.66%
Annual P&I - Refinancing	\$3,091,200
DSR	1.01

Source & Use of Proceeds:

+ Loan Amount	\$32,000,000
(-) Purchase Price	\$0
(-) Payoff Loan	\$0
(-) Repair Escrows	\$0
(-) TLIC Escrows	\$0
(-) Other Escrows	\$0
(-) Closing Costs	\$0
(-) Other	\$0
Cash Out	\$32,000,000

COMMENTS OR DISCLOSURE ITEMS:

Spread includes 1 year forward and 1/2 point embedded JHREF fee.

JOHN HANCOCK MULTIFAMILY UNIT MIX ANALYSIS

Property Type: Multifamily
 Property Name: Avenel @ Montgomery Square Apts
 Total Number of Units: 256
 Current Occupancy: 100.0%
 Date of Rent Roll: 01/00/00

Current Occupancy, 9/10/2002										Date of Rent Roll:									
Bedroom Classification		Unit Description	Number of Units	Total Sq. Ft.	Average Sq. Ft./Unit	Number of Occupied Units	Physical Occupancy	Total Monthly Rent for Occupied Units	Average Monthly Rent per Sq. Ft.	Rental Range		VACANT		UNDERWRITTEN					
										Low	High	Monthly Rent for Vacant Units (market)	Total Monthly Rent for Vacant Units	Total Underwritten Monthly Rent	Underwritten Rent per Unit	Underwritten Rent per Sq. Ft.			
1 BR	A		30	23,640	788	30	100.0%	\$36,750	\$1,225	\$	1.55	\$0	\$0	\$36,750	\$1,225	\$1.55			
1 BR	B		48	40,896	852	48	100.0%	\$60,000	\$1,250	\$	1.47	\$0	\$0	\$60,000	\$1,250	\$1.47			
1 BR	C		15	14,655	977	15	100.0%	\$21,000	\$1,400	\$	1.43	\$0	\$0	\$21,000	\$1,400	\$1.43			
1 BR	B-L		32	32,224	1,007	32	100.0%	\$47,200	\$1,475	\$	1.46	\$0	\$0	\$47,200	\$1,475	\$1.46			
2 BR	F		8	9,264	1,158	8	100.0%	\$12,600	\$1,575	\$	1.36	\$0	\$0	\$12,600	\$1,575	\$1.36			
2 BR	E		69	81,006	1,174	69	100.0%	\$112,470	\$1,630	\$	1.39	\$0	\$0	\$112,470	\$1,630	\$1.39			
2 BR	E-L		34	45,934	1,351	34	100.0%	\$60,350	\$1,775	\$	1.31	\$0	\$0	\$60,350	\$1,775	\$1.31			
2 BR	G		16	21,472	1,342	16	100.0%	\$28,800	\$1,800	\$	1.34	\$0	\$0	\$28,800	\$1,800	\$1.34			
2 BR	D		4	5,840	1,460	4	100.0%	\$7,380	\$1,845	\$	1.26	\$0	\$0	\$7,380	\$1,845	\$1.29			
Total			256	274,931	1,074	256	100.0%	\$386,550	#VALUE!			\$0		\$386,550					

Total Annualized Rent \$4,638,600

JH 00103

JOHN HANCOCK MULTI-FAMILY WORKSHEET

OPERATING HISTORY AND PRO FORMA

Date Prepared 6/11/2004
Date Printed 12/5/2005
Time Prepared 1:33 PM

Property Type
Property Name
Number of Units

Multifamily

Avenel @ Montgomery Square Apts
256

Loan Amount
Underwritten LTV
Underwritten DSCR

\$32,000,000
72.60%
1.30

Statement Name
Period Ended

	12/31/00			12/31/01			12/31/02			Pro Forma		
	Amount	%	\$/Unit	Amount	%	\$/Unit	Amount	%	\$/Unit	Amount	%	\$/Unit
INCOME:												
Base Rent	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$4,638,600	93.7%	\$1,510
Laundry/Vending Income	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0
Parking Income	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0
Other Income	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$312,213	6.3%	\$102
Gross Income	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$4,950,813	100.0%	\$1,612
Vacancy Allowance	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$247,541	5.0%	\$81
Effective Gross Income	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$4,703,272	95.0%	\$1,531
OPERATING EXPENSES:												
Real Estate Taxes	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$419,485	8.9%	\$1,639
Property Insurance	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$82,460	1.8%	\$322
Utilities	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$112,749	2.4%	\$440
Repairs and Maintenance	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$170,428	3.6%	\$666
Management Fees	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$188,131	4.0%	\$735
Payroll & Benefits	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$383,006	8.1%	\$1,496
Advertising & Marketing	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$92,829	2.0%	\$363
Professional Fees	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0
General and Administrative	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$58,478	1.2%	\$228
Other Expenses	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0
Ground Rent	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0
Total Operating Expenses	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$1,507,586	32.1%	\$5,889
Net Operating Income	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$3,195,686	67.9%	\$12,483
Replacement Reserves	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$64,000	1.4%	\$250.00
Extraordinary Capital Expenditures	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0
Total Reserves and Capital	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$64,000	1.4%	\$250
Cash Flow Available for D. S.	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$3,131,686	66.6%	\$12,233
Annual Debt Service	\$2,414,528			\$2,414,528			\$2,414,528			\$2,414,528		
Net Cash Flow after Debt Service										\$717,158		
DSCR										1.30		
Average Annual Occupancy	0.0%			0.0%			0.0%			95.0%		

JH 00104

COMMERCIAL RATING SHEETProperty Name:
Location:Average
Bucks County, PA

Investment Officer:

Yirmail

Property Type

Garden Apts. (1980's)

Loan Term in Months
Interest Only Term in Months
Amortization in Months
Day Interest Rate BasisInvestment Amount: \$32,000,000
Loan Term - Mths / Amortization - Mths 120 / 360
Interest Rate / Payment Constant: 6.650% / 7.70%Treasury Index
Spread

Semi-Annual Equivalent: 6.743%

Interest Rate

Average Life: 9.34

Embedded Origination Fee
Rate Buy Down FeeDuration: 6.64
Treasury Spread 202

Net Operating Income

\$ 3,195,686

Capitalization Rate

73%

Valuation

\$44,078,428

CFADS

\$ 3,131,686

Annual Debt Service

\$ 2,465,145

SECURITY

VERY EXCELLENT GOOD POOR POOR
3 2 1 0 -0.5 -1LOCATION
IMPROVEMENTS
MARKET
INC. QUAL
OWNERSHIPVERY EXCELLENT GOOD POOR POOR
3 2 1 0 -0.5 -1UNDERWRITING
LOAN TO FMV

Result

73%

DS COVERAGE

1.270

REFINANCE SCALE

1.122

Refinance Sizing Constant
Balloon Balance
Debt Service (30 yrs)
Underwritten CFADS
Refinance Annual DSCR9.65%
\$27,283,885
\$ 2,781,314
\$ 3,131,686
1.12

X TOTAL

5	10
4	8
3	6
2	2
1	1

Total Security Rating Scale

27

<40%	40%-44%	45%-48%	50%-54%	55%-61%	62%-63%	64%-65%	66%-67%	68%-69%	70%-71%	72%-73%	74%-75%	76%-77%	78%-80%	81%-83%	84%-88%	>=89%	TOTAL
3.00	2.75	2.50	2.25	2.00	1.75	1.50	1.25	1.00	0.75	0.50	0.25	0.00	-0.25	-0.50	-0.75	-1.00	6
										X							3.00

5	2.50
---	------

Total Underwriting Rating Scale

1.50

27	1.50
Total Points from Security Scale	28.50
Sub Total	0
ADJUSTMENTS:	
GRAND TOTAL:	28.50

Rating = BAA2

AAA	AA1	AA2	AA3	A1	A2	A3	BAA1	BAA2	BAA3	BA1	BA2	BA3	B1	B2	B3	CAA
>=70	58-68	55-57	52-54	48-51	45-48	40-44	30-39	22-29	15-21	12-14	9-11	7-8	5-6	3-4	-14-2	-15

JH 00105

EXHIBIT U



E-Mail: jferrie@jhancock.com

John P. Ferrie
Regional Vice President

Office Court at Walton Point
486 Norristown Road
Suite 130
Blue Bell, Pennsylvania 19422
(610) 825-9200 PHONE
(610) 941-9872 FAX

July 21, 2004

BY E MAIL

Avenel @ Montgomery Square or Nominee
c/o Robert W. Kelly
Carey, Kramer, Pettit, Panichelli and Assoc., Inc.
460 E. Swedesford Road, Suite 1000, Wayne, Pa 19087

Re: Avenel @ Montgomery Square, 1100 Avenel Blvd, North Wales, Pa 19454
256 Garden Apartments

Gentlemen:

John Hancock Life Insurance Company ("JHILICO") has reviewed the preliminary information you provided on the above-referenced property and based on your information, proposes the following loan terms:

Loan Amount:	\$32,000,000
Term:	10 years
Amortization:	30 years
Spread & Interest Rate:	The interest rate shall be equal to the sum of the 10 year treasury at the time of rate lock, plus a spread of 175 basis points. This interest rate is subject to change based on market conditions such as movements in the treasuries and the swap curve (affecting both the treasuries and spread) until the rate is actually locked. This interest rate is based on the loan-to-value and debt-service-coverage ratios outlined below. The interest shall be calculated using the 30/360-day formula. If the interest rate were locked today, the interest rate would have been 6.24%.
Maximum LTV:	75% (as determined by JHILICO)
Minimum DSCR:	1.25 (as determined by JHILICO) on a stabilized basis.
Collateral:	A first mortgage on all land and improvements.
Reserves:	The Borrower will escrow for real estate taxes. Tenant improvements, leasing commissions and replacement reserves (\$250/unit annually) will be suspended pending results of annual inspection.
Processing Fee:	A nonrefundable fee of \$5,000 payable with acceptance of this Preliminary Quote.

JH 00733

Application Fee: 2.0% due with the executed application, which may be comprised of either cash or Letter of Credit in a form and from an institution acceptable to John Hancock. At the time of interest rate lock, this fee will be retained by JHLIC and returned when the loan closes, less John Hancock Real Estate Finance, Inc.'s (JHREF) fees and expenses.

Commitment Fee: 1%, which may be comprised of either 1% cash or 1% Letter of Credit in a form and from an institution acceptable to John Hancock, due within five (5) days from receipt of a Commitment signed by JHLIC. This fee will be retained by JHLIC and returned when the loan closes.

Borrower: Montgomery Square Partnership, a general partnership, which also owns 2 vacant pieces of land in the vicinity of the subject. Borrower agrees not to incur indebtedness on these two parcels during the life of the loan unless transferred to another entity.

Prepayment: The principal balance of the loan may not be prepaid in whole or in part during the first 4 years of the loan. Beginning in the 5th year, the loan may be prepaid in full subject to JHLICO's yield maintenance provision. The loan can be repaid in full without premium during the last 120 days of the loan term.

Recourse: There shall be no recourse to either the Borrower or the Principal(s), except for carveouts including but not limited to such acts as fraud, misappropriation of funds and environmental matters.

Assumption: The mortgage is assumable on a two-time basis subject to John Hancock's approval of the new Borrower, Principals and other conditions. There is a one-percentage point (1%) assumption fee.

Funding: Initial funding shall be no later than 12 months from the time of rate lock. Initial funding to be calculated based on 75% Loan to Value ("LTV") with a minimum of 80% physical occupancy. The value is determined by applying an 7.25% cap rate to the net of the annualizing monthly income from tenants that occupy apartments under acceptable leases less expenses of 1) \$1,238,433, and 2) a management fee of 3.75% of effective gross income (Exhibit 1).

In the event that Borrower has not achieved annualized base apartment rents of \$4,221,126 ("Proforma Rents") by the initial funding date, a Holdback Reserve equal to the difference between the Rate Locked Loan Amount and the initial funding will be required. (See Exhibit 1 for sample calculation.) The Holdback Reserve can be funded with a letter of credit acceptable to John Hancock. Upon reaching Proforma Rents, the Holdback Reserve will be released to Borrower.

Within six (6) months after the Closing, if the Proforma Rents are not achieved, the Holdback Reserve will be recomputed using the above outlined method. If the revised Holdback Reserve is less than the initial Holdback Reserve, the excess reserve will be released to the Borrower, the revised Holdback Reserve shall be applied to reduce the principal balance of the Loan, without prepayment penalty, and the amortization schedule and loan payments will be revised.

Extension of Funding Date:	The initial funding date may be extended for up to one hundred eighty (180) days by increasing the spread by five (5) basis points per each additional 30-day period or portion of additional 30-day period. For example if the initial funding date is extended by sixty-one (61) days, the spread would increase by fifteen (15) basis points.
Additional Deposits:	<p>After the rate is locked, if, for 5-business days in a row, the yield for the "on the run" 10-year U.S. Treasury Security ("10-Year Treasury Rate") is 45 basis points or more below the 10-Year Treasury Rate that was used to determine the locked interest rate, Borrower is required to deposit with John Hancock an additional 1% of the Loan amount within three (3) business days. An additional commitment fee equal to 1% of the Loan Amount will be required for each additional subsequent 15-basis-point drop below 45 basis points in the 10-Year Treasury Rate (or if the initial reduction is 60 basis points or more). Any additional commitment fees will be limited to a maximum of 2% regardless of how low the 10-Year Treasury falls.</p> <p>In the event additional deposit(s) for the Commitment Fee are made, as outlined above, and subsequently, the 10-Year Treasury Rate rises and is above the threshold(s) for the additional deposit(s) for 5-business days in a row, John Hancock will return the applicable portion of the Additional Commitment Fee to the Borrower.</p>
Additional Funding:	Borrower shall have the one-time right to request additional loan proceeds starting at the beginning of the 2 nd year through the loan term minus 5 years (e.g. if the loan term is 10 years, additional proceeds can be requested from years 2-5). The combined loan proceeds shall have a maximum Loan to Value (LTV) no more than the maximum LTV applicable for the original pricing for the first mortgage and the combined minimum Debt Service Coverage Ratio (DSCR) must be no less than the minimum DSCR that was applicable for the original pricing for the first mortgage. The interest rate on the additional funding shall be equal to the then current interest rate being offered by John Hancock for loans of the same size, property type, location, character and credit quality, with a minimal increment of \$1,000,000.
Other Costs:	Customary closing costs to include but not limited to legal, appraisal, environmental and engineering reports and title insurance.
Other Conditions:	Building construction completed in accordance with plans and specs and all approvals necessary for operation to be obtained.

Credit Reports: Attached is an executed Credit Report Authorization

Options: Prior to Rate Lock and in lieu of a ten year term, Borrower may request 1) an 11 year term with the interest fixed for 10 years, as per paragraph 4, and the 11th year floating over Libor. Spread over Libor to be determined at that time and to be equivalent to that spread offered by John Hancock for first mortgages of similar type, quality and location; open to prepayment at par after the 116th month or 2) a 15 year term. The interest rate for this 15 year term shall be equal to the sum of the 13.27 year average life Treasury (using the 10 and 30 year Treasuries) at the time of rate lock, plus a spread of 191 basis points. This interest rate is subject to change based on market conditions such as movements in the treasuries and the swap curve (affecting both the treasuries and spread) until the rate is actually locked. This interest rate is based on the loan-to-value and debt-service-coverage ratios outlined above. The interest shall be calculated using the 30/360-day formula. If the interest rate were locked today, the interest rate would have been 6.52%.

This letter is not a formal commitment to lend, either expressed or implied, but rather a preliminary indication of our interest to lend based on the limited information received to date. The terms quoted herein are subject to change. Applicant acknowledges that JHLIC is not obligated to make the loan contemplated herein unless and until an application is submitted by Applicant with the appropriate fees, the loan has been authorized by JHLIC's Loan Committees, the Commitment is signed by JHLIC and the Borrower pays the Commitment Fee

Please indicate your acceptance of the terms and conditions herein by executing a counterpart of this letter and returning it to John Ferrie with a check, made payable to John Hancock Real Estate Finance, Inc., in the amount of \$5,000 by July 25, 2004 along with the completed Credit Report Authorization. If Applicant does not accept this agreement in the space provided below and return by July 25, 2004, then JHREF/JHLIC shall have no further duty or obligation to Applicant concerning the property described above or the proposed loan.

Sincerely yours,

John P. Ferrie

The foregoing is agreed and accepted

Montgomery Square Partnership

By: Vestmont Limited Partnership

By: Vesterra Corporation

BY: 

NAME: James R. Koller

ITS: President

DATE: 7-22-04

Attachments: Two

EXHIBIT 1

EXAMPLES OF RESERVE CALCULATIONS

AYENEL @ MONTGOMERY SQUARE

Units	256	EXAMPLE 1	EXAMPLE 2	EXAMPLE 3
INCOME				
Base Rent		\$4,638,600	\$4,638,600	\$4,638,600
Parking Income		\$0	\$0	\$0
Other Income		\$312,213	\$312,213	\$312,213
Gross Income		\$4,950,813	\$4,950,813	\$4,950,813
Vacancy @	20%	\$990,163	15%	\$742,622
Effective Gross Income		\$3,960,650	\$4,208,191	\$4,505,240
EXPENSES				
Operating Expenses				
Real Estate Taxes		\$480,000	\$480,000	\$480,000
Property Insurance		\$82,480	\$82,480	\$82,480
Utilities		\$87,749	\$87,749	\$87,749
Repairs & Maintenance		\$182,741	\$182,741	\$182,741
Janitorial		\$0	\$0	\$0
Management Fees @ 3.75%	3.75%	\$148,524	\$157,807	\$168,946
Payroll & Benefits		\$294,781	\$294,781	\$294,781
Advertising & Marketing		\$59,713	\$59,713	\$59,713
Professional Fees		\$5,000	\$5,000	\$5,000
General & Administrative		\$45,969	\$45,969	\$45,969
Other Expenses		\$0	\$0	\$0
Total Operating Expenses		\$1,306,957	\$1,396,240	\$1,407,379
NET OPERATING INCOME		\$2,573,693	\$2,811,951	\$3,097,860
Value @ 7.25% Cap		\$35,499,214	\$38,785,529	\$42,729,108
Maximum Loan or 75.00% LTV		\$26,620,000	\$29,090,000	\$32,050,000
Round To		\$26,620,000	\$29,090,000	\$32,000,000
Locked Amount		\$32,000,000	\$32,000,000	\$32,000,000
RESERVE				
		\$5,380,000	\$2,910,000	\$0
Base Rent Required		\$3,710,880	\$3,942,810	\$4,221,126

JH 00737

EXHIBIT V



John P. Ferrie
Regional Vice President

E-Mail: jferrie@jhancock.com

Office Court at Walton Point
486 Norristown Road
Suite 130
Blue Bell, Pennsylvania 19422
(610) 825-9200 PHONE
(610) 941-9872 FAX

E-MAIL jkelly@kollerKelly.com

July 29, 2004

Montgomery Square Partnership
490 Norristown Road, Suite 151
Blue Bell, PA 19422

Re: \$32,000,000 First Mortgage Loan Application
Avenel @ Montgomery Square, North Wales, PA

Gentlemen:

Enclosed is the John Hancock Life Insurance Company ("JHLICO") loan Application in the amount of \$32,000,000. The "Application" consists of three parts, the body of the Application (28 pages), the Supplement (#'s 46 to 72), and the Exhibits (A through H). All changes to the standard "Application" are made in the Supplement, so make sure you read the Supplement first.

With respect to the body of the Application:

1. The borrower(s) needs to execute the pages 26, 27 and 28 where indicated by the words "Applicant", "Guarantor" and "Indemnitor".
2. The borrower(s) needs to initial the bottom right-hand side of every page of the Application including the Supplement and Exhibit pages, where indicated.

With respect to the Exhibits:

3. Exhibit A: N/A
4. Exhibit B: Please complete Pages 1, 2 and 3.
5. Exhibit C: Complete Exhibit C by answering the questions and signing on Page 4.

JH 00220



E-Mail: jferrie@jhancock.com

John P. Ferrie
Regional Vice President

Avenel
January 29, 2004
Page 2

6. Exhibit D: Rate Lock Agreement. Prior to telephone confirmation of a rate lock between Borrower and Lender this Agreement will be faxed to Borrower for its signature. Please initial at the bottom of the page.
7. Exhibit E: N/A
8. Exhibit F: Kindly complete and provide the information requested with respect to the Borrowing Entity and parties which comprise said entity.
9. Exhibit G: Please provide the information requested in Part I and complete the checklists in Part II.
10. Exhibit H: N/A

Regarding the attached Supplement:

12. Please initial each page in the lower right hand corner.

Return the executed "Application" as noted above along with a letter of credit or wire transfer, payable to JHLICO in the amount of \$640,000 as detailed in Paragraph 30(b).

When the loan is approved in committee, an officer of John Hancock will execute page 27 of this document thereby transforming the Loan Application into your Loan Commitment.

Sincerely,

John P. Ferrie

Enclosures
Cc: Timothy J. Malik
Rob Kelly
Enclosures: Four

JH 00221

EXHIBIT AA



an eby company

Account | Search Preferences

My Rent.com

RENTALS

ROOMMATES

MOVING CENTER

MANAGERS

<< Return to search results

**Avenel at Montgomery Square**

(866) 475-4020 ext. 1748

1100 Avenel Boulevard

North Wales, PA 19454

Managed by: Privately Owned and
Managed

Save as Favorite | See All Favorites



Send to a Friend



Print this page

**\$100 Rent
Reward**If you've moved in here, you
are waiting for you**CLAIM \$100 REWARD**

Bedrooms	Bathrooms	Rent Range	Square Footage	Check Availability
1 Bedroom	1	\$1225 - \$1490	779 - 991	<input type="checkbox"/>
2 Bedroom	2	\$1575 - \$2070	1157 - 1722	<input type="checkbox"/>

Contact Us**Property Overview**

Floorplans

Map & Directions

"Brand New Construction Within Minutes of the SEPTA Lansdale Station and Less than 20 Miles from Philadelphia ...Open Plan Gourmet Kitchen with Maple Cabinets...9-Foot Ceilings, 6-Foot Windows..."

Moving Checklist

Before You Move

Free Credit Report

Free Moving Quotes

Moving Boxes

Truck Rental

Storage

After You Move

Car Insurance

Renter's Insurance

Health Insurance

Internet Access

Phone Service

Satellite TV

Checking Account

Move-In Special:

- Get a \$100 reward from Rent.com if you move here. Learn more.

Pet Policy:

- Cats and dogs accepted.

Apartment Features:

- Fireplace
- Vaulted Ceiling
- Refrigerator
- Carpeting
- Balcony, Deck, Patio
- Walk-in closets
- High Speed Internet Available
- Dishwasher
- Cable Ready
- Washer and Dryer
- Microwave
- Garbage Disposal
- Furnished Units

Community Features:

- Attached Garage
- Fitness Center
- Extra Storage Units
- Handicap Access
- Detached Garage
- Business Center
- Air Conditioning
- Pool
- Club House
- Elevator

Apartment Avenel at Montgomery Square in North Wales, PA

Page 2 of 2

Get free checking with
direct deposit.

Bank of America 

Explore the
Neighborhood:

Find Local 

Property Description:

Welcome to a place where the finer things are everything. Where the convenience of a pied-a-terre meets the comfort of a country manor. And the heights of modern technology are matched only by the depths of classic style and superior service. In this place, it's all out of reach. In this place, there is nothing left to do but indulge. Welcome to Avenel at Montgomery Square. Office Hours: Monday-Friday 9:00am-6:00pm, Saturday 10:00am-6:00pm, Sunday 12:00pm-6:00pm.

Lease Terms:

Lease Terms: 12 months. Security Deposit: \$300 OAC. Pet Policy: Up to 35 lbs pet weight limit, up to 2 pets maximum, \$20 pet rent, \$300 refundable pet deposit, \$300 non-refundable pet fee.

*Prices, specials and availability subject to change

Your Quickest Way to \$100 - Print a Guest Card

Give this to the leasing agent so they'll know you're from Rent.com.
Then return to Rent.com to claim your \$100 reward!

 Cut Here



I found Avenel at Montgomery Square on
Rent.com!

My Name:

Email: adownsmeyer@hotmail.com

Desired Move-In Date: 26-MAY-2005

Referred by: Rent.com


**Avenel at Montgomery
Square**

(866) 475-4020 ext. 1748

1100 Avenel Boulevard
North Wales, PA 19454
Privately Owned and Managed

TAKE THIS WITH YOU!



About Rent.com | Help | Affiliate Program | Legal Notices | Broker Licensing | Privacy Policy | Contact Us
Copyright ©1999-2005 Viva Group, Inc. All Rights Reserved |  Equal Housing Opportunity



Account | Search Preferences

My Rent.com

RENTALS

ROOMMATES

MOVING CENTER

MANAGERS

Rental Search North Wales

PA

Advanced Search By City

MY SEARCH

Current Search

☒ North Wales, PA

Search History

☐ Hauppauge, NY

Rent Range

\$300 to \$5000+

Bedrooms

Studio+

Bathrooms

1+

Pets

No Preference

Move Month

May

Move Day

26

Property Name

Parking

No Preference

Laundry

No Preference

Amenities

☐ Walk-In Closets ☐ Fitness Center
☐ Fireplace ☐ Pool
☐ Show listings with photos first

MY FAVORITES

Favorite Rentals

CITIES NEARBY

North Wales
Lansdalemap
map

Find your new home on our website.

Tell the property you found them on Rent.com.

Claim your \$100 Rent.com Reward. Get started!

How did you hear?

☒ Internet

Ref

☐ FriendSearch Results:
332 Matching Rentals

1 to 10 of 332 | 1 2 3 4 5 6 7 8 9 10 << Previous

Rentals in North Wales, PA

Moving here?
Claim your
\$100 reward!

English Village Apartments (more info)

Save

"Great lifestyle in a Great Location. Comfort, Convenience, Unique, Quiet Setting With Great Convenience..."

City: North Wales

Address: 700 Lower State Road, North Wales, PA (View

Rent Range: \$785-\$1015 /mo

Unit Type: Studio-2 Bed 1-2 Bath

Pets: Cat OK, Dog OK

Property Features: Pool, Fitness Center, Controlled Access Court, Business Center, Club House, Playground, Extra Storage Units, Air Conditioning

Move-In Special:

- Get a \$100 reward from Rent.com if you move here.

Moving here?
Claim your
\$100 reward!

Hunt Club (PA) (more info)

Save

"Quick Access to the PA Turnpike & Route 309...Tanning Bed...Convenience, Recreation, Relaxation-You Are Only Your Imagination!"

City: North Wales

Address: 10 HUNT CLUB TRAIL, NORTH WALES, PA (View

Rent Range: \$1009-\$1789 /mo

Unit Type: 1-3 Bed 1-2 Bath

Pets: Cat OK, Dog OK

Property Features: Pool, Fitness Center, Tennis Court, Playground, Covered Parking, Air Conditioning, Handicap

Move-In Special:

- Get a \$100 reward from Rent.com if you move here.

Moving here?
Claim your
\$100 reward!

Avenel at Montgomery Square (more info)

Save

"Brand New Construction Within Minutes of the SEPTA La Station and Less than 20 Miles from Philadelphia...Open Gourmet Kitchen with Maple Cabinets...9-Foot Ceilings, Windows..."

City: North Wales

Address: 1100 Avenel Boulevard, North Wales, PA (View

Rent Range: \$1225-\$2070 /mo

Unit Type: 1-2 Bed 1-2 Bath

Pets: Cat OK, Dog OK

Ambler map
 Horsham map
 Hatfield map
 Blue Bell map
 Norristown map
 Willow Grove map
 Warrington map
 Conshohocken map
 Lafayette Hill map
 Souderton map
 Hatboro map
 Jenkintown map
 Doylestown map
 Eagleville map
 Collegeville map
 Philadelphia map
 King of Prussia map
 Jeffersonville map

[View more cities](#)

MOVING CHECKLIST

Before You Move

Free Credit Report
 Free Moving Quotes
 Moving Boxes
 Truck Rental
 Storage

After You Move

Car Insurance
 Renter's Insurance
 Health Insurance
 Internet Access
 Phone Service
 Satellite TV
 Checking Account

NEW SEARCH

- ☒ Rentals
☐ Roommates

By City

Get free checking with
 direct deposit.

Bank of America Higher Standards

Rentals within 2 miles of North Wales, PA



Moving here?
 Claim your
 \$100 reward!

Property Features: Attached Garage, Detached Garage
 Fitness Center, Business Center, Club House, Extra Stor
 Conditioning, Elevator, Handicap Access
 Move-In Special:

- Get a \$100 reward from Rent.com if you move here.

Wissahickon Park Apartments (more info) Save

"Free Hot Water, Cooking Gas, and Heat...Great Location
 Affordable, and Spacious...What More Could You Want?..."
 City: Lansdale

Address: 757 East Main Street, Lansdale, PA (View Map)

Rent Range: \$675-\$841 /mo

Unit Type: Studio-2 Bed 1 Bath

Pets: Cat OK, No Dogs

Property Features: Pool, Tennis Court, Air Conditioning
 Move-In Special:

- Get a \$100 reward from Rent.com if you move here.



Moving here?
 Claim your
 \$100 reward!

Willowyck Apartments (more info) Save

"Spacious Floor Plans...Convenient Location...Beautiful L
 Landscaping..."

City: Lansdale

Address: 1 Marlbrook Lane, Lansdale, PA (View Map)

Rent Range: \$1020-\$1520 /mo

Unit Type: 1-3 Bed 1-2 Bath

Pets: Cat OK, Dog OK

Property Features: Pool, Fitness Center, Club House, A
 Conditioning

Move-In Specials:

- 2 Months free on 1 or 2BRs with a 12 month lease!
- Get a \$100 reward from Rent.com if you move here

Rentals within 3 miles of North Wales, PA



Moving here?
 Claim your
 \$100 reward!

The Woods (more info) Save

"Country Setting With City Style...Amenties Galore...Bes
 In Montgomery Country..."

City: Ambler

Address: 1410 East Butler Pike, Ambler, PA (View Map)

Rent Range: \$877-\$1170 /mo

Unit Type: 1-2 Bed 1-2 Bath

Pets: Cat OK, Dog OK

Property Features: Pool, Fitness Center, Tennis Court,
 Center, Club House, Air Conditioning

Move-In Special:

- Get a \$100 reward from Rent.com if you move here

Rentals within 4 miles of North Wales, PA



Moving here?
 Claim your

Wynmere Chase (more info) Save

"Peaceful Location, Convenient to Just About Everything
 from Major Roadways, Employers and Shopping ...Firepla
 Available..."

City: Horsham

Address: 9 Bridle Lane, Horsham, PA (View Map)

Rent Range: \$1055-\$1235 /mo

Unit Type: 2 Bed 1 Bath

\$100 reward!

Pets: Cat OK, Dog OK

Property Features: Air Conditioning

Move-In Special:

- Get a \$100 reward from Rent.com if you move here.

Rentals within 5 miles of North Wales, PA



Moving here?
Claim your
\$100 reward!

Hatfield Village Apartments (more info)

Save

"Far from the Madening Crowd... Convenient Ideal Location Setting"

City: Hatfield

Address: 2058 Maple Avenue, Hatfield, PA (View Map)

Rent Range: \$540-\$1145 /mo

Unit Type: Studio-3 Bed 1-2 Bath

Pets: Cat OK, Dog OK

Property Features: Pool, Fitness Center, Tennis Court, Playground, Extra Storage Units, Air Conditioning

Move-In Specials:

- 1 BR \$100 off rent each mo, 2BR \$150 off: on 1 yr lease
- Get a \$100 reward from Rent.com if you move here.



Moving here?
Claim your
\$100 reward!

Blue Bell (more info)

Save

"Corporate Suites and Unfurnished Townhomes... Washer/Fireplace in Each Unit... Pool, Tennis Courts and Fitness Included..."

City: Blue Bell

Address: 1560 Wick Lane, Blue Bell, PA (View Map)

Rent Range: \$1029-\$4000 /mo

Unit Type: 1-4 Bed 1-2.5 Bath

Pets: Cat OK, Dog OK

Property Features: Detached Garage, Pool, Fitness Center, Business Center, Club House, Extra Storage Units, Conditioning

Move-In Specials:

- \$200/mo off 3BR TH and \$100/mo off 2BR!
- Get a \$100 reward from Rent.com if you move here.



Moving here?
Claim your
\$100 reward!

Jacobs Woods (more info)

Save

"Luxury, lifestyle, and convenience... Furnished corporate homes available... Attached garages!"

City: Lansdale

Address: 100 Jacobs Hall Lane, Lansdale, PA (View Map)

Rent Range: \$1285-\$1895 /mo

Unit Type: 1-3 Bed 1-2.5 Bath

Pets: No Cats, No Dogs

Property Features: Attached Garage, Pool, Spa/Hot Tub Center, Business Center, Club House, Air Conditioning, H Access

Move-In Specials:

- M/I by 3/31/05 & receive \$500.00 off 1st month's rent
- Get a \$100 reward from Rent.com if you move here.

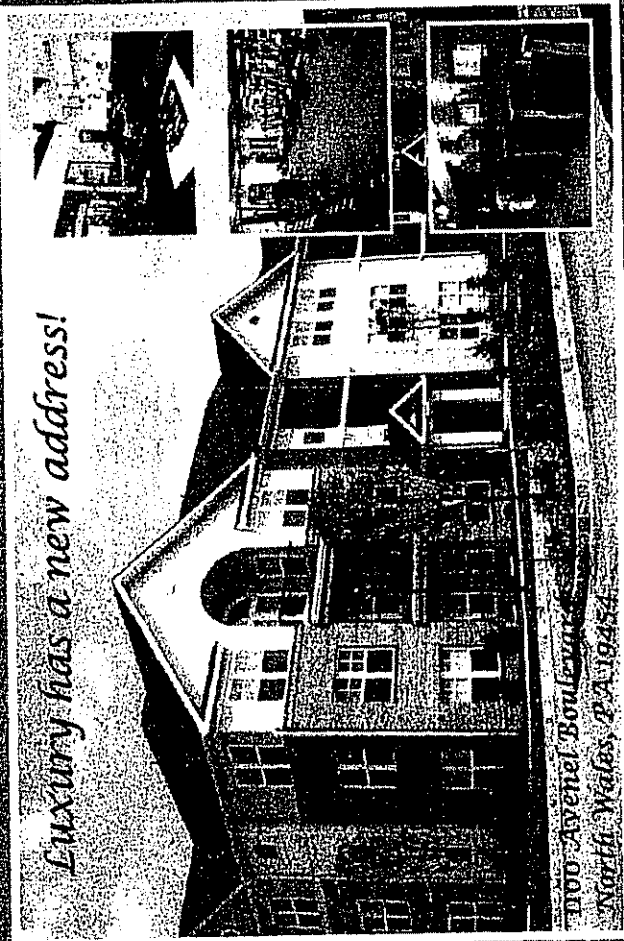
1 to 10 of 332 | 1 2 3 4 5 6 7 8 9 10 << Previous



V2591

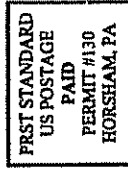
Avenel at Montgomery Square Apartments

Luxury has a new address!



1000 Avenel Boulevard
North Wales, PA 19454

www.AvenelApartments.com



Avenel
At Montgomery Square

Call to schedule your tour today!

215-699-9930

*Return card to use as \$200.00 Avenel Cash
In addition to any current specials.*

- 9-foot ceilings & expansive 6-foot windows
- Private balcony or patio
- Pet friendly
- Unique loft homes available
- 1 & 2 bedrooms with den
- High Speed Internet Access
- Gas heat & cooking
- Fitness Center with cardio & strength equipment
- Resort-style pool with sundeck
- Garage & Storage available
- Business Center with computer access & internet
- Minutes from Septa Train Service

www.Avenelapartments.com

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Avenel at Montgomery Square

1100 Avenel Boulevard
North Wales, PA 19454

Neighborhood

North Wales

Schools

North Wales



Leasing Contact

1100 A
North W

[Click](#)

► Photos

[Click here to see more pictures](#)

► Overview

The apartment homes at Avenel at Montgomery Square in North Wales feature exquisite architectural details, unparalleled location, first class service, an array of resort-style amenities and many extras for your convenience. Choose from a variety of living spaces designed to meet your every need. You'll be close to transportation, shopping and entertainment. Call today to make Avenel at Montgomery Square your new home!

► Floor Plans

[Click here to see floor plans](#)

SPECIAL - 1 Month Free, Restrictions apply. Call for details. Please mention 4 Walls.

► Financial Overview

Rent	1 Bedroom/1 Bath \$1225 1 Bedroom/1 Bath/Den \$1450 1 Bedroom/1 Bath/Loft \$1490 2 Bedroom/2 Bath \$1575 2 Bedroom/2 Bath/Den \$1800 2 Bedroom/2 Bath/Loft \$1790
Security Deposit	\$300 Restrictions apply
Income Requirement	Yes
Application Fee	\$40-60
Co-signers allowed?	Yes
Short term lease?	No

► Utilities Included

<http://4wallsinphilly.com/montco/avenelatmontgomerysquare/avenel.htm>

3/2/2005

V 2618

Resident is responsible for utilities

► **Wiring**

- Cable-ready
- High speed Internet access available
- Pre-wired for multiple phone lines

► **Rooms**

- 1 and 2 bedrooms
- 1-2 Full baths
- Living room
- Dining room
- Den in select apartments
- Balcony/Patio
- Deck
- Loft In select apartments
- Additional storage space available

► **Kitchen**

Open plan, Gourmet Kitchen with Gas Range

- Refrigerator with icemaker
- Dishwasher
- Built-in microwave
- Garbage disposal
- Maple cabinetry
- Breakfast bar

► **Special Features**

- Central air conditioning
- Full-size washer/dryer in all apartments
- Wall-to-wall carpeting
- Walk-in closets
- 24 hour emergency maintenance
- Onsite property management
- 6' windows
- 9' ceilings
- Track lighting
- Fireplaces available

► **Pets**

Pet friendly. Please call for more information on our pet policy.

► **Additional Comments**

New construction with classic brick-front architecture. Beautifully landscaped grounds and courtyard.

Walking distance to Montgomery Mall, entertainment and restaurants.

Less than 30 miles to Center City, Philadelphia.

► **Community Amenities**

- Pool with sundeck
- 24-hour Fitness center with cardio and strength equipment
- 24-hour Business center
- Club house with club room
- Resident lounge

► **Parking and Transportation**

Attached and detached garages available.

Easy access to Routes 309, 202 and the PA Turnpike.

► **Public Transportation**

Within minutes to SEPTA - Lansdale and Gwynedd-Pennlyn stations.

► **Directions**

Take PA Turnpike to exit 339 (Ft. Washington). Go north on Route 309 approximately eight miles make left a left. Avenel is on your left.

From Philly/NJ (South), take Route 76 West to Route 476 North (the Blue Route). Proceed until y Turnpike (Route 276). Take the PA Turnpike East to Exit 339 (Ft. Washington) and go north on R Proceed approx 7-8 miles. Take a left on Route 202 South and Avenel will be 1 block on the left.

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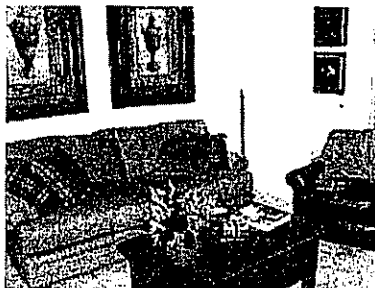
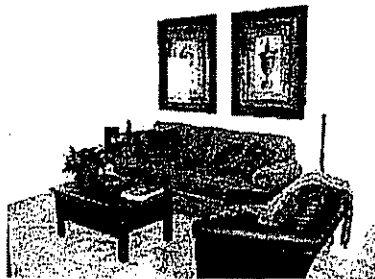
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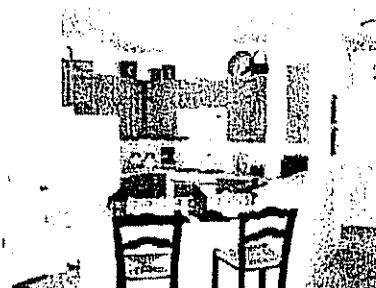
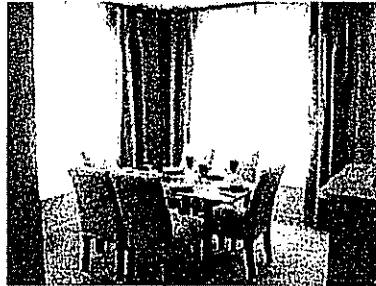
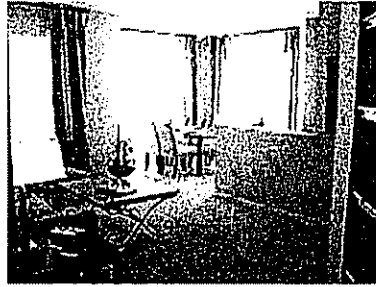
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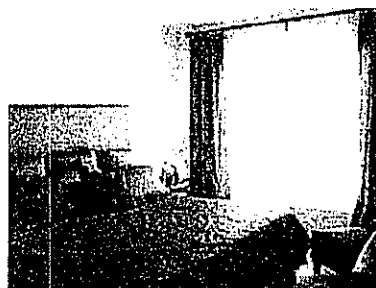
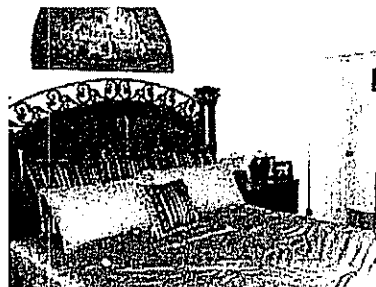
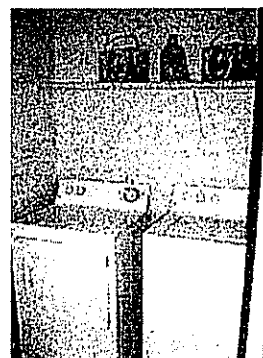
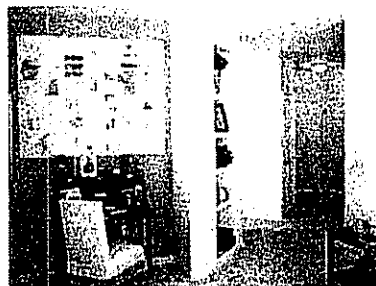
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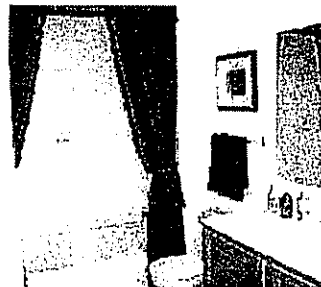
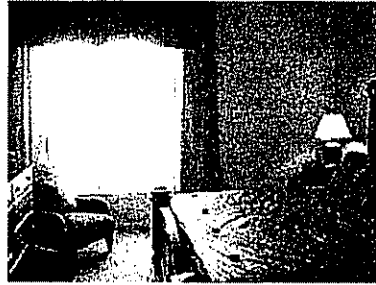
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Pictures of Avenel at Montgomery Square









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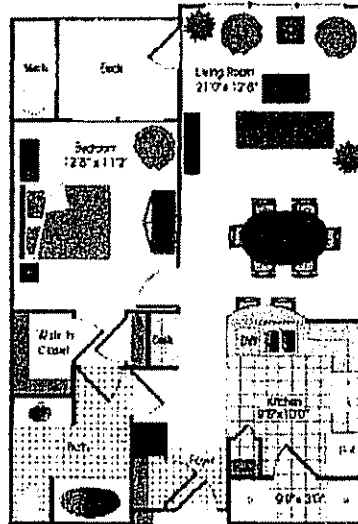
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Floorplans of Avenel at Montgomery Square

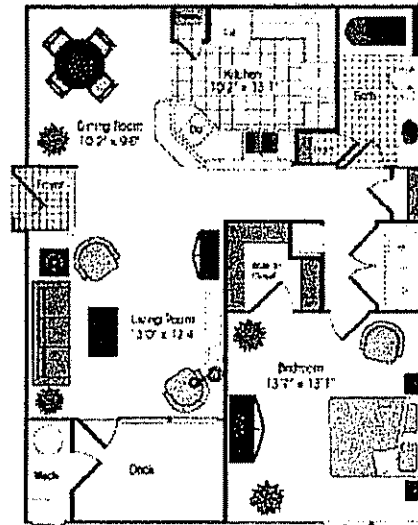
1 Bedroom

Montgomery



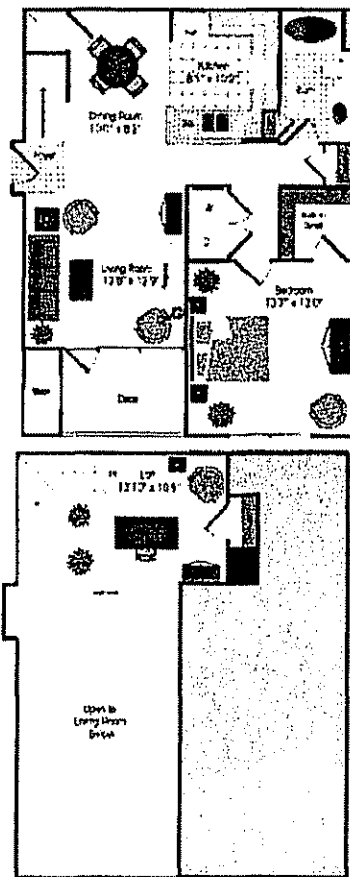
The Apartment:
719.5 sq. ft. One Bedroom, One Bathroom

Wales



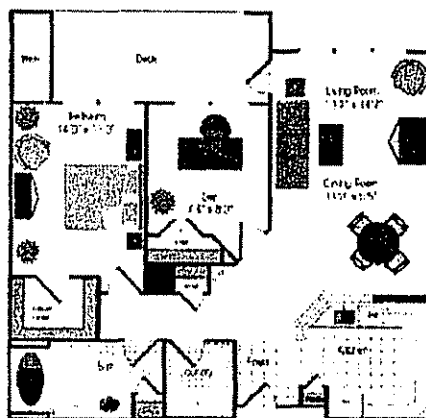
The Wales
842 Sq. Ft. One Bedroom, One Bathroom

Wales w/Loft



1st Flr 11 - 12
 991 Sq Ft - One Bedroom, One Bathroom with Loft

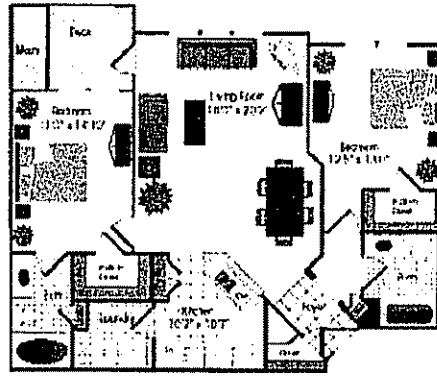
Chestnut



1st Flr 11 - 12
 991 Sq Ft - One Bedroom - One Bathroom with Loft

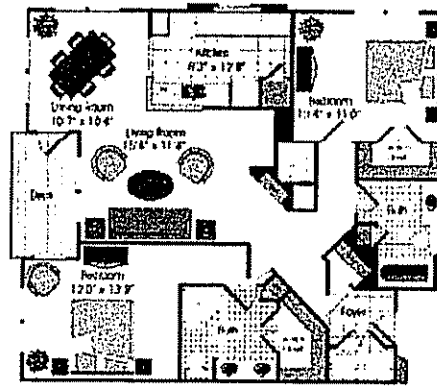
2 Bedroom

Dublin

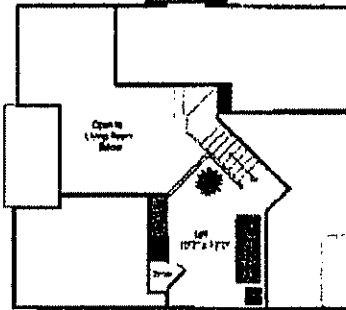
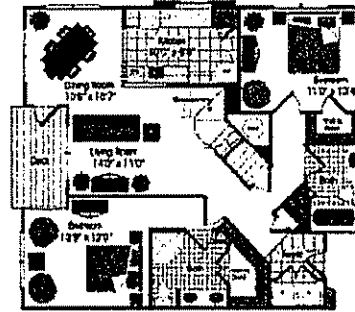


1157 Sq. Ft. Two Bedrooms, Two Bathrooms

Gwynedd 1

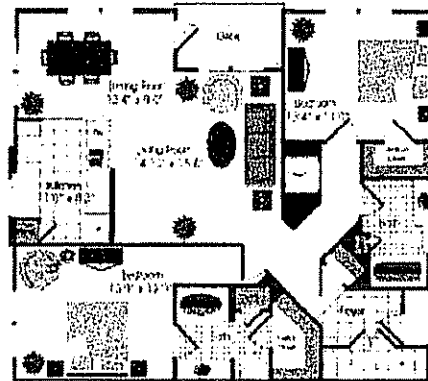


1167 Sq. Ft. Two Bedrooms, Two Bathrooms

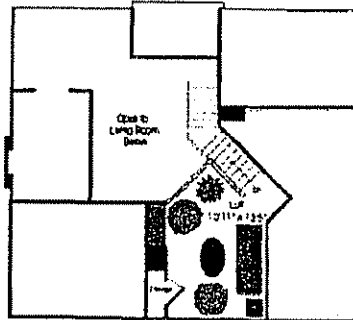
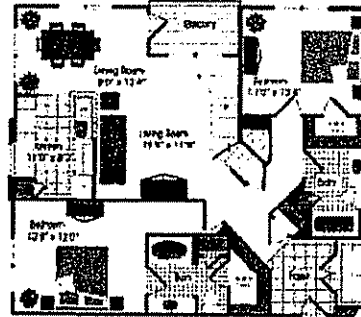


The Gwynedd 1 - w/L
 1253 Sq Ft Two Bedrooms, Two Bathrooms w/ Loft

Gwynedd 2 - w/Loft

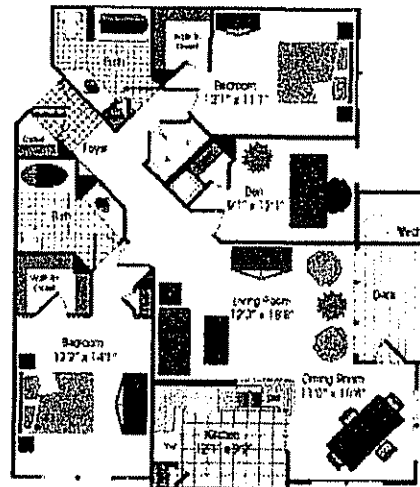


The Gwynedd 2 - w/L
 1119 Sq Ft Two Bedrooms, Two Bathrooms



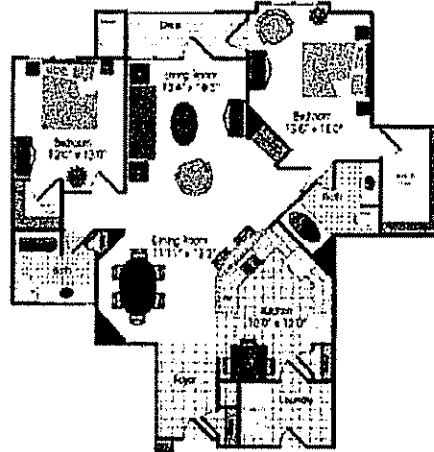
The Gray, Unit 2
 1294 Sq. Ft. Two Bedrooms, Two Bathrooms with 1/2 Bath

Penlllyn



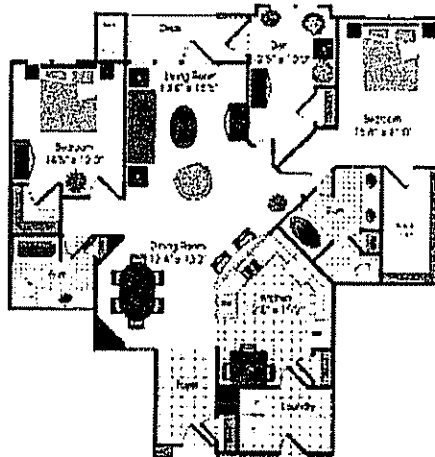
The Penlllyn
 1350 Sq. Ft. Two Bedrooms, Two Bathrooms with Den

Warwick 1



The Warwick 1
1574 Sq. Ft. Two Bedrooms, Two Bathrooms

Warwick 2 - w/Loft



The Warwick 2
1722 Sq. Ft. Two Bedrooms, Two Bathrooms w/Loft

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EXHIBIT BB



apartments.com™ Directory

Community	Town	Web ID	Phone	Virtual Tour	Studio	1 Bedroom	2 Bedroom	3 Bedroom
MONTGOMERY								
The Woods	Ambler	104904053	877-240-6439			\$890	\$1090	
Mill Grove	Audubon	133831005	877-711-5892	Y		\$920	\$1060	\$1250
Harrison Richards Properties	Bala Cynwyd	132241001	888-917-3618			\$800	\$1070	\$1350
Korman Communities/Blue Bell	Blue Bell	102898005	888-786-8745	Y		\$1029	\$1399	\$1599
Townline Townhomes	Blue Bell	133831006	888-459-4156	Y		\$1085	\$1230	\$1660
Radcliff House	Bryn Mawr	130042003	888-384-7640			\$995	\$1180	
Plymouth Gardens Apartments	Conshohocken	110587008	866-879-1977		\$730	\$855	\$950	\$1375
Riverwalk at Millennium	Conshohocken	102001062	866-795-0521			\$1165	\$1590	
Sherry Lake Apartments	Conshohocken	102798050	866-817-7200	Y		\$968	\$1089	\$1531
Dogwood Gardens Apartments	East Norristown	128455003	866-857-8948			\$890	\$998	\$1114
Brookview at Elkins Park	Elkins Park	101800072	888-648-8460	Y		\$1020	\$1155	\$1595
Lynnewood Gardens	Elkins Park	118549034	866-206-1817	Y		\$650	\$837	\$1260
Montgomery Woods Townhomes	Harleysville	104904019	866-248-4900			\$895	\$1025	
Village Square Apartments	Harleysville	102798044	866-383-7861	Y		\$859	\$829	
429 Apartments	Haverford	130042002	888-252-1262			\$1000	\$1215	
Korman Residential at Whitehall Apartments	Haverford	102944014	866-266-8206		\$649	\$929		
Dreshertowne	Horsham	144167003	866-363-5155	Y			\$1290	\$1425
Wynmere Chase	Horsham	135753004	866-801-7466				\$1070	
Greenwood Terrace	Jenkintown	105163002	888-269-2807			\$625	\$990	\$1395
Valley Forge Towers North	King Of Prussia	102728002	610-783-7700	Y		\$1075	\$1092	\$1400
Kingswood Apartments	King Of Prussia	104904004	866-887-9100	Y	\$699	\$875	\$1075	\$1650
Lincoln Woods	Lafayette Hill	101005227	866-854-9300	Y		\$1025	\$1530	
Brookside Manor Apartments & Townhomes	Lansdale	104904008	866-316-8400	Y		\$805	\$1065	\$1430
Executive House Apartments	Lansdale	102798043	866-400-9249	Y		\$820	\$1015	
Forge Gate Apartments	Lansdale	104904013	866-316-6500			\$805	\$945	\$1275
Main Street Apartments	Lansdale	104904018	866-316-7200		\$735	\$850	\$980	\$1270
Melrose Station Apartments	Melrose Park	102519009	888-923-8640			\$860	\$950	\$1395
Curren Terrace Apartments	Norristown	102798045	866-383-7862	Y		\$825	\$855	
Logan Square & Astor Apartments	Norristown	127471002	866-775-6800			\$614	\$714	
Marshall Wood Apartments	Norristown	142121001	866-676-7654	Y		\$779	\$869	
Regatta Apartment Homes	Norristown	102001066	866-879-2911	Y		\$1188	\$1253	\$1910
Timberlake Apartments	Norristown	104904036	866-332-9444	Y		\$940	\$1110	
Rolling Green Apartments	Norriton	142250002	866-260-7292			\$860	\$960	
Avenel at Montgomery Square	North Wales	149908001	215-699-9930	Y		\$1225	\$1575	
English Village Apartments	North Wales	138440001	888-887-1057	Y		\$795	\$955	
Hunt Club Apartments	North Wales	102392356	888-808-6459	Y		\$1009	\$1177	\$1639
Penn Weldy Apartments	Oreland	138802003	866-803-5700				\$840	
Place One	Plymouth Meeting	104904025	866-441-8300	Y		\$1051	\$1336	
Sussex Square Apartments	Plymouth Meeting	110587012	866-886-9071			\$905	\$1010	\$1095
Arbor Grove Apartments	Pottstown	139927002	888-414-8146	Y		\$645	\$745	
Chestnut Pointe	Royersford	133831004	888-214-6263	Y		\$1050	\$1290	\$1665
Walnut Crossing Apartments	Royersford	133831001	888-302-0633	Y		\$980	\$1125	\$1450
Heritage Greene	Sellersville	103673008	866-293-5846			\$1395	\$1595	
Regency Towers	Willow Grove	102728004	888-277-6641			\$1165	\$1365	\$1745
Trilogy	Wyncote	102495034	215-885-1300	Y	\$806	\$860	\$1600	\$2140

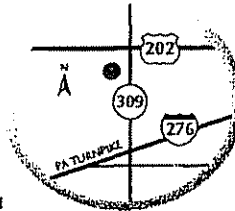
THE PHILADELPHIA INQUIRER

Saturday, April 16, 2005

LUXURY HAS A NEW ADDRESS!



- 9-FT. CEILINGS AND EXPANSIVE 6-FOOT WINDOWS
- 1 AND 2 BEDROOMS WITH DEN
- UNIQUE LOFT HOMES AVAILABLE
- PET FRIENDLY
- PRIVATE BALCONY AND PATIO
- GAS HEAT AND COOKING
- FITNESS CENTER WITH CARDIO AND STRENGTH EQUIPMENT
- RESORT-STYLE POOL WITH SUNDECK
- GARAGE AND STORAGE AVAILABLE
- BUSINESS CENTER WITH COMPUTER ACCESS AND INTERNET
- MINUTES FROM SEPTA TRAIN SERVICE
- REALTOR® REFERRAL FEE



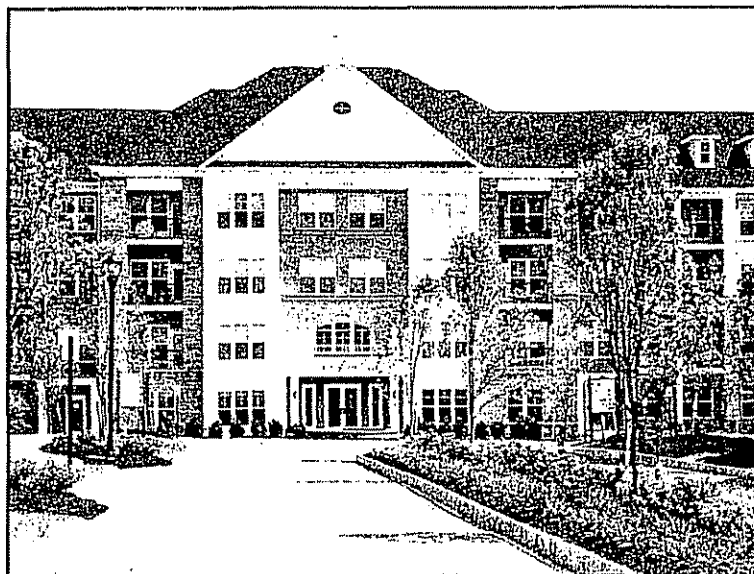
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Avenel
At Montgomery Square



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MONTGOMERY COUNTY, PA

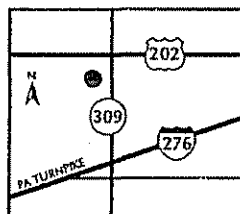
AVENEL AT MONTGOMERY SQUARE

Now leasing brand new, distinctive apartment homes. Just moments away from Route 309, the PA Turnpike, I-76 and SEPTA, Avenel combines this exceptional location with gracious styling and extraordinary amenities to create the perfect apartment home for you.

VISIT US AT www.avenelapartments.com

FEATURES

- Nine-foot ceilings and expansive six-foot windows
- State-of-the-art fitness and business center
- Full-size washer & dryer
- Garages available
- Oversized walk-in closets
- Gourmet kitchens with maple cabinets, microwave and dishwasher
- Resort-style pool with sundeck
- Fireplaces available
- High-speed Internet access
- Across from Montgomery Mall, dining and entertainment
- Private patio or balcony
- Pet friendly



DIRECTIONS: Take the PA Turnpike to exit 339 (Ft. Washington). Go north on Route 309 approximately eight miles to a left on 202 South. We are on the left.

HOURS: Mon-Fri 9-6; Sat 10-5; Sun 12-5

FLOORPLANS

- 1 BDR/1 BTH
 - 1 BDR/1 BTH with den
 - 1 BDR/1 BTH with loft
 - 2 BDR/2 BTH
 - 2 BDR/2 BTH with den
 - 2 BDR/2 BTH with loft
- Apartment homes starting at \$1225

Avenel
A Montgomery Square

1100 Avenel Boulevard
North Wales, PA 19454

(215) 699-9930

FAX (215) 699-9933

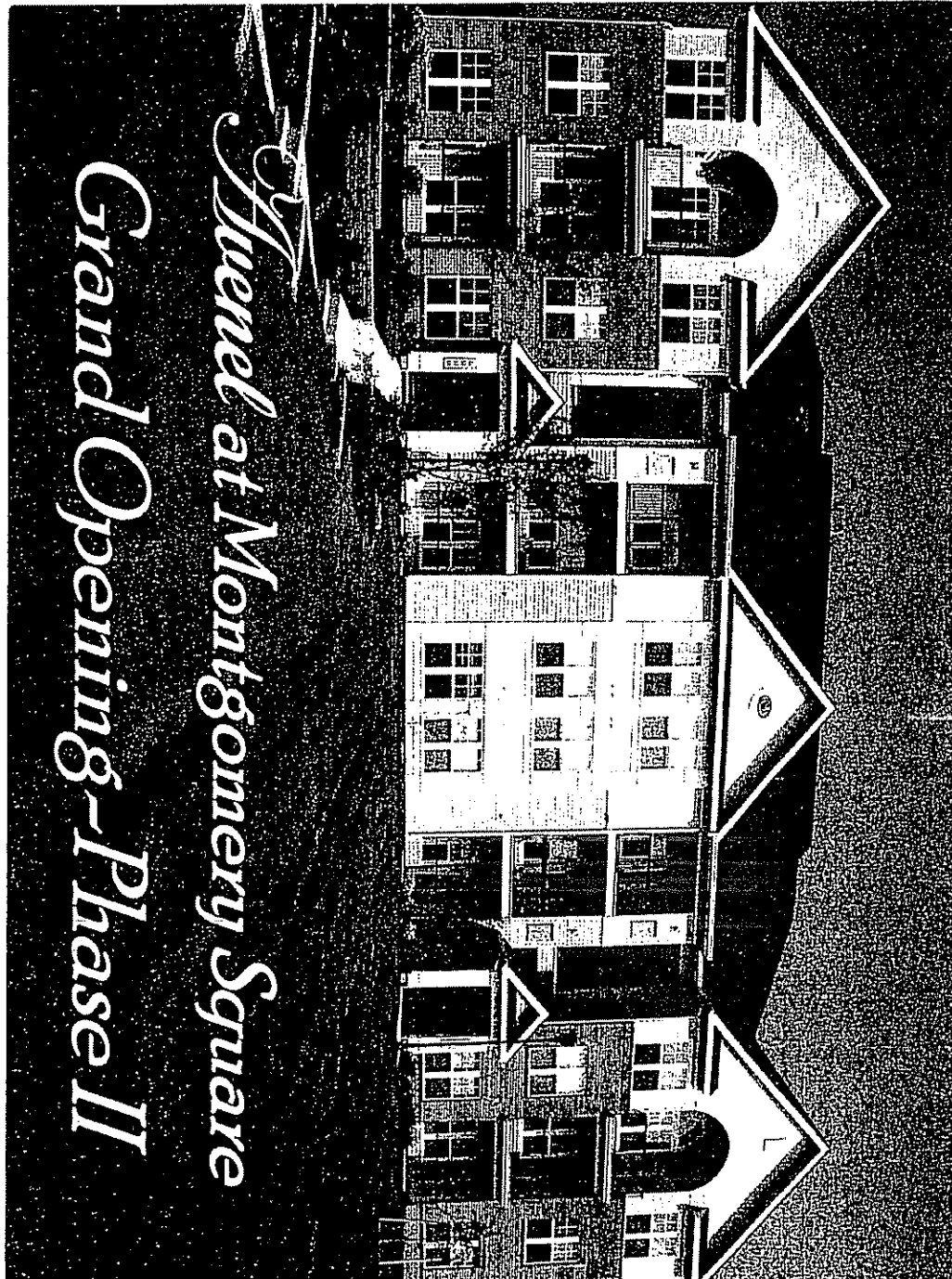
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info@avenelapartments.com



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for open house



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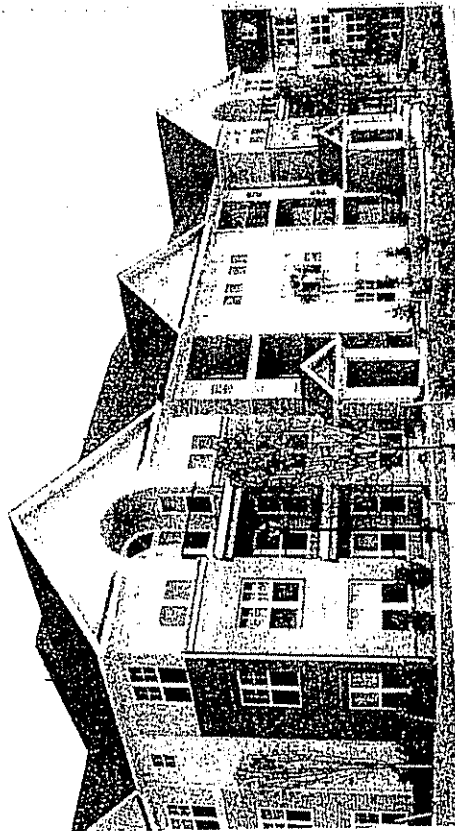
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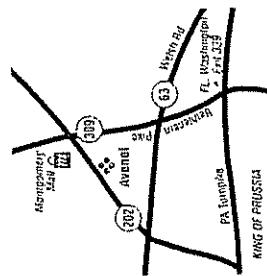
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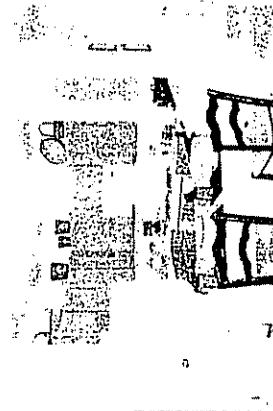
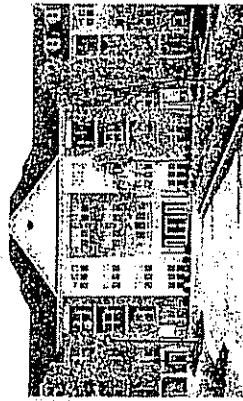
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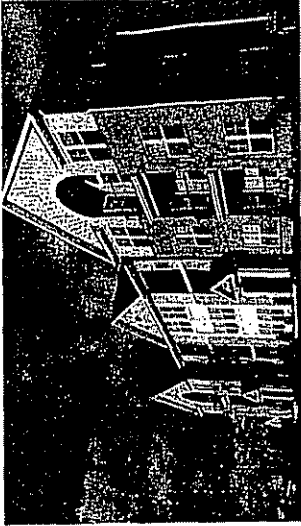
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FEATURES:

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- Gas heat and cooking
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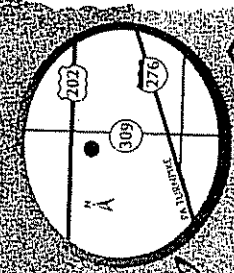
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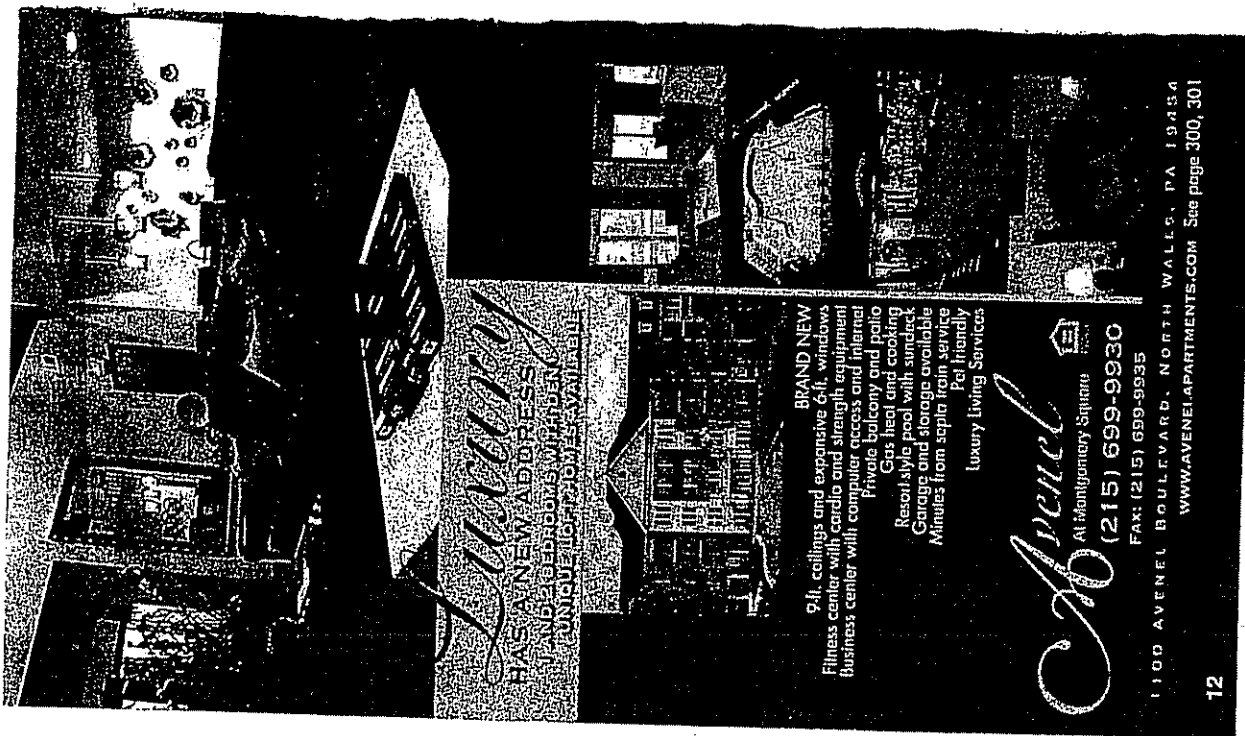
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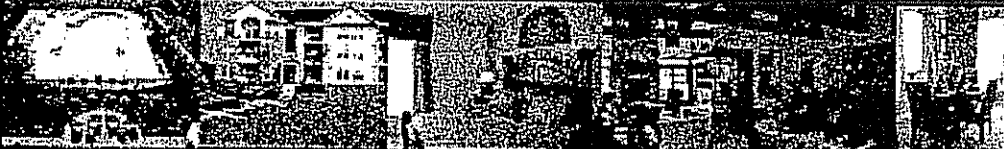
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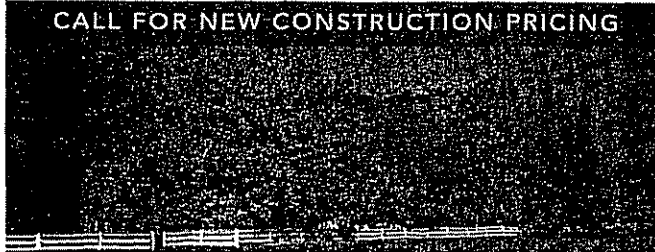
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9/04

EXHIBIT A

Application No. 6518467

APPLICATION TO
JOHN HANCOCK LIFE INSURANCE COMPANY
FOR A FIRST MORTGAGE LOAN

July 30, 2004

John Hancock Life Insurance Company
John Hancock Tower, T-56
200 Clarendon Street
Boston, MA 02116
Attn: Real Estate Investment Group

RE: APPLICATION NO. 6518467
APPLICANT: Montgomery Square Partnership
PROPERTY: Avenel at Montgomery Square, 1100 Avenel Boulevard, North Wales,
Montgomery County, PA 19454

THE FOLLOWING EXHIBITS ARE ATTACHED: A,B,C,D,E,F,G & H

SUPPLEMENT OF 18 PAGES ATTACHED

Ladies and Gentlemen:

The undersigned (the "Applicant") hereby applies to John Hancock Life Insurance Company ("John Hancock") for a first mortgage loan (the "Loan") to Borrower in the principal amount and upon the terms and conditions set forth below and in the Exhibits and in any Supplement referred to above (the "Terms and Conditions"):

1. BORROWER

Name: Montgomery Square Partnership (the "Borrower")
Type of Entity: General Partnership
State of Organization: PA
Address: 490 Norristown Road, Suite 151, Blue Bell, PA 19422

TAXPAYER IDENTIFICATION NO. OF BORROWER: 23-2865711
BORROWER'S FISCAL YEAR ENDING DATE: December 31, 2004

Applicant represents that the description of the Borrower and all constituent entities and the list of names, types of interests and percentages thereof of all persons having ownership interests in the Borrower and in such entities are truly, accurately, and completely described on Exhibits F and G attached to this Application.

2. NOMINATION OF BORROWER

If Borrower is not definitely named in Condition 1 hereof, Borrower shall be subject to approval by John Hancock in its sole discretion and shall be nominated in writing by Applicant to John Hancock; and said nomination shall be accompanied by information as to the identity, financial condition, background and experience (including Exhibits F and G) of Borrower and the proposed guarantors and indemnitors; and, if Borrower is an entity, of the principals (as determined as set forth in Condition 41) of Borrower; and Borrower so nominated shall furnish John Hancock with an agreement under which Borrower shall become jointly and severally liable with Applicant for performance of the

Application No. 6518467

obligations of Applicant and Borrower hereunder, and the proposed guarantors and indemnitors execute the acknowledgment sections thereof, such nomination and agreement to be consummated on the form attached hereto and made a part hereof marked Exhibit A and to be submitted to John Hancock within seven (7) days from the date of acceptance by John Hancock of this Application.

Applicant agrees to provide John Hancock and its agents in a timely fashion all of the information as requested in this Application or otherwise that John Hancock may reasonably request to appraise the Security and underwrite this Loan.

3. LOAN TERMS

(a) **PRINCIPAL AMOUNT:** \$32,000,000.00

(b) **INTEREST RATE:** The interest rate shall be equal to the sum of the 10 year treasury at the time of rate lock, plus a spread of 175 basis points. This interest rate is subject to change based on market conditions such as movements in the treasuries and the swap curve (affecting both the treasuries and spread) until the rate is actually locked

(c) **INTEREST RATE AND RATE LOCK:** The interest rate set forth in Condition 3(b) may be changed or confirmed if John Hancock, in its sole discretion, prior to acceptance of the Application issues a Rate Lock Confirmation to Applicant in the form attached hereto as Exhibit D (the "Rate Lock Confirmation"). If so issued, the Rate Lock Confirmation will amend the date of the Application to be the date of issuance of the Rate Lock Confirmation, will confirm or change the interest rate (the "Interest Rate"), the amount of the monthly payment of principal and interest (the "Monthly Payment"), the Amortization Period and establish the outside date for Closing (as hereinafter defined). If the terms of the Rate Lock Confirmation are satisfactory to the Applicant and the Applicant wishes to accept the proposed Rate Lock (hereinafter defined), the Applicant must execute the Rate Lock Confirmation and return such to John Hancock by telecopy to Timothy J. Malik at (617) 572-9699 within the time required on the Rate Lock Confirmation. The execution and delivery of said Rate Lock Confirmation by Applicant as described above will be deemed to amend this Application to incorporate herein the amended Application date, the Interest Rate, the Monthly Payment, the Amortization Period, the date of Closing and any other terms contained in said Rate Lock Confirmation. In the event the Rate Lock Confirmation is issued and accepted as set forth above, the Interest Rate will be locked for a period of sixty (60) days (the "Rate Lock") subject to receipt of the fee required pursuant to Condition 30(c) (the "Commitment Fee") within the time period provided in said Condition 30(c).

It is understood and agreed that John Hancock is under no obligation to issue any Rate Lock Confirmation.

Applicant understands and agrees that, notwithstanding any Rate Lock, John Hancock is not obligated to make the Loan contemplated hereby unless and until the Loan has been authorized by John Hancock's loan committees and John Hancock has accepted this Application in the place provided below, and then said obligation is upon and subject to the provisions contained in the Terms and Conditions hereof.

(d) **REPAYMENT TERMS:**

(i) Monthly installments of principal and interest will be based on an amortization period of 360 months, provided that all unpaid principal and all accrued and unpaid interest shall be due and payable at the end of the Term of the Loan specified in subparagraph (e) of this Condition 3. The amount of the monthly payment will be established at Rate Lock as set forth in Condition 3(c). Interest shall be computed on a monthly basis using a twelve (12) thirty- (30) day month formula, except that interest due and payable for a period less than a full month shall be calculated by multiplying the actual number of days elapsed in such partial month by a daily rate based on a three hundred sixty-five (365) day year

(e) **TERM OF LOAN:** 120 months.

Application No. 6518467

- (f) **REPAYMENT DATES:** All payments are due on the first day of the month. Unless Closing occurs on the first day of a month, interest shall, at John Hancock's option, be payable at Closing to the first day of the following month; and in such event other time computations to be stipulated in the Loan Documents (as hereinafter defined) shall run from the latter date, except where otherwise required by John Hancock.
- (g) **PREPAYMENT PRIVILEGE:** Except as provided below, Borrower may not prepay the Loan in whole or in part.

On or after the end of the 4th Loan Year (as hereinafter defined), on any scheduled payment date and subject to giving John Hancock not less than thirty (30) nor more than ninety (90) days' prior written notice specifying the scheduled payment date on which prepayment is to be made ("Prepayment Date"), Borrower may prepay the entire principal amount together with any and all accrued interest and other sums due under the Loan Documents and subject to payment of a prepayment premium equal to the greater of:

- (i) the positive amount, if any, equal to (aa) the sum of the present values of all scheduled payments due under the Note from the Prepayment Date to and including the maturity date of the Note, minus (bb) the principal balance of the Note immediately prior to such prepayment; or
- (ii) 0.00% of the principal balance of the Note immediately prior to such prepayment

All present values shall be calculated as of the Prepayment Date, using a discount rate, compounded monthly, equal to the yield rate, converted to its monthly equivalent, of the United States Treasury Security having the closest maturity date to the maturity date of the Note as established in The Wall Street Journal or other business publication of general circulation five (5) business days before the Prepayment Date.

In the event that the yield rate on publicly traded United States Treasury Securities is not obtainable, then the nearest equivalent issue or index shall be selected, at John Hancock's reasonable determination, and used to calculate the prepayment premium.

The Loan will be open to prepayment without premium during the last 90 days of the term of the Loan.

If any notice of prepayment is given, the principal balance of the Loan and the other sums required pursuant to this Condition shall be due and payable on the Prepayment Date unless Borrower provides written notice that it is revoking said prepayment notice no later than five (5) business days prior to the Prepayment Date.

Provided no default exists under the Loan Documents, the above premium shall not be applicable to a prepayment resulting from John Hancock's election to require insurance loss proceeds or condemnation awards to be applied to a payment of principal.

No partial prepayment shall be allowed.

The Loan Year is defined as any twelve-month period commencing with the date on which the first monthly installment is due or any anniversary thereof.

- (h) **METHOD OF PAYMENT:** Any amounts due John Hancock shall be paid via ACH debits against Borrower's account. The attached Exhibit H, Authorization Agreement for Direct Deposits (ACH), has been completed and executed and a voided check or deposit slip is attached thereto.

4 CLOSING AND CLOSING DATE

- (a) All References to closing in this Application shall mean the funding of the Loan by John Hancock (the "Closing")
- (b) The Closing shall occur on or before the date established by the Rate Lock Confirmation as set forth in Condition 3(c) (the "Closing Date").

JH 00960

Application No. 6518467

- (c) It is understood and agreed that John Hancock shall have no obligation to extend the Closing Date. If Borrower has not complied with all the Terms and Conditions hereof by that time, and John Hancock in its sole discretion does not extend said date pursuant to Condition 32 hereof, John Hancock's obligation to Close and fund the Loan shall terminate pursuant to Condition 29 hereof; and any Rate Lock shall expire automatically.

5. THE SECURITY FOR THE LOAN

The Loan shall be secured by the Real Estate Security and Personal Property Security described below (collectively, the "Security"):

- (a) **REAL ESTATE SECURITY:** The Loan will be secured by a first mortgage, first deed of trust, first security deed, first loan deed, or similar instrument, as determined by John Hancock (the "Mortgage"), upon the following described real estate, including without limitation, the buildings and improvements located thereon and all appurtenances thereto, including without limitation, all easements, licenses and permits in connection with the ownership and operation of the land and improvements (the "Real Estate Security"):

A newly constructed three & four-story 256 unit garden apartment complex situated on approximately ~~18.35~~ acres and located in nine separate buildings at 1100 Avenue Boulevard, North Wales, PA 19454

- (b) **PERSONAL PROPERTY SECURITY:** In addition to the Real Estate Security, the Loan will be secured by the following security (the "Personal Property Security"):

- (i) **ASSIGNMENT OF LEASES AND RENTS:** A first priority present, absolute and unconditional assignment to John Hancock of all present and future rents, issues and profits (including without limitation all accounts receivable) from the Security and of all present and future leases of personal property and leased property, including ground leases and master leases (all of the foregoing hereinafter referred to as "Other Leases"), and leases of space to occupancy tenants on the Security, more particularly referred to in Condition 15 hereof (the "Space Leases") and all rents and other sums payable thereunder by instruments satisfactory in form and substance to John Hancock and its counsel, which will be recorded and which will provide, among other things, that certain Space Leases and Other Leases will not be modified or amended, surrendered, canceled or terminated and new Space Leases and Other Leases may not be entered into without the prior written consent of John Hancock, and that no prepayment of rent will be accepted from any such tenant Leases.
- (ii) **SECURITY INTEREST IN PERSONAL PROPERTY:** A first priority security interest in personal property under the Uniform Commercial Code combined with the Mortgage or by way of a chattel mortgage or other instrument satisfactory in form and substance to John Hancock and its counsel shall be granted to John Hancock and shall constitute a first and prior lien upon all articles of personal property now or hereafter attached to or used in any way in connection with the Real Estate Security or the operation thereof, including without limitation, fixtures, furniture, equipment, insurance proceeds, condemnation awards, tenant deposits, escrow deposits, transferable warranties, licenses, permits, plans and specifications, contracts and other items of tangible or intangible personal property, and the following property (the "Personal Property Security"):

Anything owned by the borrowing entity used solely in the operation and management of the real estate, not including personal property owned or leased by tenants at the security, but including personal property owned by the Borrower if leased to the tenants.

Such security interest shall be perfected by filing or recording as John Hancock shall require.

- (iii) **ASSIGNMENT OF AGREEMENTS, LICENSES AND PERMITS:** A first priority present, absolute and unconditional assignment to John Hancock of all management agreements, franchise agreements,

Application No. 6518467

warranties, licenses, permits, plans and specifications, construction contracts and all other contracts and agreements with respect to the construction, use or operation of the Real Estate Security.

- (c) The Security for the Loan is more particularly described on Exhibit B attached hereto and made a part hereof.
- (d) Applicant hereby represents and warrants to John Hancock that the Security has not been subjected to a condominium or cooperative form of ownership, and Applicant and Borrower hereby represent and warrant that the Security shall not be so subjected prior to the Closing Date nor prior to the date on which the Loan is paid in full.

6. THE LOAN DOCUMENTS

The Note (the "Note"), the Mortgage and all other documents evidencing or securing the Loan or otherwise pertaining thereto (collectively the "Loan Documents") shall be satisfactory in all respects in form and substance to John Hancock and its counsel, and, without in any way limiting the generality of the foregoing, the Loan Documents shall contain provisions satisfactory in form and substance to John Hancock and its counsel, including, without limitation, the following:

- (a) **LATE CHARGES:** A covenant to the effect that the Borrower will pay a late charge of 5% of any installment of any principal and interest not paid within five (5) days of the due date, but in no event to exceed the highest rate permitted under the laws of the jurisdiction in which the Real Estate Security is situated.
- (b) **DEFAULT INTEREST RATE:** A covenant requiring the Borrower to pay an increased interest rate ("Default Interest Rate") on the entire principal balance during default or after maturity at a rate equal to 7% above the interest rate on the Loan stipulated in Condition 3(c) hereof as amended by the Rate Lock Confirmation, but in no event to exceed the highest rate permitted under the laws of the jurisdiction in which the Real Estate Security is situated.
- (c) **RESERVE FUND FOR TAXES AND OTHER CHARGES:** A covenant to the effect that Borrower, at the option of John Hancock, will pay to John Hancock monthly such amounts as John Hancock estimates to be necessary to create and maintain a reserve fund or funds from which to pay before they become due, all taxes, assessments, liens, charges and hazard insurance premiums on or against or pertaining to the Security, together with ground rents under ground leases, if any, and any other sums required pursuant to Condition 18, which reserve fund(s) will be held by John Hancock without interest.
- (d) **PAYMENT OF LOAN AFTER DEFAULT AND ACCELERATION:** A covenant to the effect that Borrower acknowledges that the Loan was made on the basis and assumption that John Hancock would receive the payments of principal and interest set forth herein for the full term of this Loan. Therefore, whenever the maturity of the Loan has been accelerated by reason of a default under the Loan Documents, which default occurs prior to the time period, if any, in which prepayment is allowed and prior to the date on which the full amount of the balance of principal and interest then remaining unpaid shall be due, including an acceleration by reason of sale, conveyance, further encumbrance or other default (which acceleration shall be at John Hancock's sole option), there shall be due, in addition to the outstanding principal balance, accrued interest and other sums due under the Loan Documents, a premium equal to the greater of:
 - (i) The sum obtained by adding:
 - (aa) the positive amount, if any, equal to (x) the sum of the present values of all scheduled payments due under the Note from the date of said payment to and including the maturity date of the Note, minus (y) the then outstanding principal balance of the Note, and
 - (bb) 0.00% of the then outstanding principal balance of the Note; or
 - (ii) An amount equal to 7.00% of the then outstanding principal balance of the Note.

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All present values shall be calculated as of the date of said payment, using a discount rate, compounded monthly, equal to the yield rate, converted to its monthly equivalent, of the United States Treasury Security having the closest maturity date to the maturity date of the Note as established in the Wall Street Journal or other business publication of general circulation five (5) business days before the date of said payment.

In the event that the yield rate on publicly traded United States Treasury Securities is not obtainable, then the nearest equivalent issue or index shall be selected, at John Hancock's reasonable determination, and used to calculate the prepayment premium.

In the event default occurs on or after the date on which prepayment is permitted, then in lieu of the above premium, payment of a premium calculated in the manner set forth in Condition 3(g) hereof shall be required.

A tender of the amount necessary to satisfy the entire indebtedness, paid at any time following such default or acceleration, including at a foreclosure sale, shall be deemed a voluntary prepayment, and, at John Hancock's option, such payment shall include a premium as described above.

- (e) **FINANCIAL STATEMENTS:** A covenant to the effect that the Borrower will furnish to John Hancock within ninety (90) days after the end of each fiscal year a statement of Borrower's financial condition, including a balance sheet and profit and loss statement and a statement of annual income and expenses satisfactory in form and substance to John Hancock in connection with the operation of the Security, in detail satisfactory to John Hancock, prepared, audited and certified by a certified public accountant who is a member of the American Institute of Certified Public Accountants; and in addition, within forty-five (45) days after the end of each fiscal quarter of Borrower, Borrower shall provide the above information except that it may be prepared and certified by the financial officer of Borrower who is responsible for the preparation of such annual financial statements.

Accompanying the submission of the certified statements of annual and quarterly income and expenses, when the Real Estate Security is office, retail or multi-tenant industrial property, shall be a certified current rent roll, which shall include among other things tenant names, lease commencement and expiration dates, square footage, annual rent, annual operating expense and real estate tax contributions, a statement as to whether or not there are any purchase options and/or co-tenancy requirements, and any and all other fees paid by tenants and security deposits currently held.

Accompanying the submission of the certified statements of annual and quarterly income and expenses, when the Real Estate Security is multifamily property, mobile home park, congregate care property or self-storage facility, shall be a certified current rent roll, which shall include among other things each building designation, unit number, type of unit, tenant names, lease commencement and expiration dates, monthly rent collected, asking market rent, and any and all other fees paid by tenants, including but not limited to utility reimbursements, and security deposits currently held.

For all other property types, accompanying the submission of the certified statements of annual and quarterly income and expenses shall be such additional financial information as John Hancock shall require.

- (f) **DUE ON SALE:** A covenant to the effect that if the Borrower, whether voluntarily or by operation of law, sells, assigns or otherwise transfers the Security or any portion thereof or enters into an installment sale contract or similar agreement, without the prior written consent of John Hancock, or if a change shall occur in the ownership or control of the Borrower or Borrower permits or suffers any merger, consolidation or dissolution or syndication affecting Borrower, or permits or suffers the transfer, sale, assignment or pledge of any interest in Borrower or any entity or person, directly or indirectly, controlling Borrower or any general partner or member of Borrower (if applicable), whether at one time or in a series of related or unrelated transfers without the prior written consent of John Hancock, such event shall constitute a default under the Loan Documents; and John Hancock shall have the right to declare the Loan immediately due and payable and to accelerate the entire indebtedness.

Notwithstanding the foregoing, John Hancock will permit a one-time transfer of the Real Estate Security together with assumption of the Loan during the term of the Loan, subject to John Hancock's prior written approval, provided that:

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- (i) no default or event which with the giving of notice or the passage of time would constitute a default under the Loan Documents shall have occurred and remain uncured;
- (ii) the proposed transferee (the "Transferee"), the proposed guarantors of non-recourse carveouts, and the proposed indemnitors of environmental liabilities shall be reputable entities or persons of good character, creditworthy, with sufficient financial worth considering the obligations assumed and undertaken, as evidenced by financial statements and other information reasonably requested by John Hancock;
- (iii) the Transferee and its property manager shall have sufficient experience in the ownership and management of properties similar to the Security, and John Hancock shall be provided with reasonable evidence thereof (and John Hancock reserves the right to approve the Transferee without approving the substitution of the property manager);
- (iv) John Hancock receives a written request for approval from the Borrower at least sixty (60) days prior to the proposed transfer (including a description of the proposed terms of the transfer), together with a diagram as described in Exhibit F showing the structure of the Transferee, the proposed guarantor of non-recourse carveouts and the proposed indemnitor of environmental liabilities, and all of the constituent entities of each, after the contemplated transfer, and a list of the names, types of interests and ownership percentages of all persons to have ownership interests in any of the foregoing or any constituent entity thereof, financial statements, including a completed Exhibit G, for all such entities and an administrative fee of \$5,000 00, which shall be deemed fully earned on the date of receipt and shall be retained by John Hancock regardless of whether or not the transfer occurs and whether or not approval is given;
- (v) The Transferee executes and delivers to John Hancock a Loan assumption agreement and delivers a guaranty of non-recourse carveouts from an approved guarantor and a separate environmental indemnity agreement from an approved indemnitor, and such other documentation as John Hancock may require, in form and substance satisfactory to John Hancock;
- (vi) John Hancock and its counsel receive (aa) certification from Borrower and the Transferee that the proposed terms of the transfer described in subparagraph (iv) of this Condition 6(f) are the actual terms of the transfer, (bb) evidence of casualty insurance and other applicable insurance, (cc) all corporate, partnership or other entity documents, and (dd) all other certificates, legal opinions, title materials and other documents which John Hancock may require, all in form and substance satisfactory to John Hancock, at least 30 days prior to the proposed transfer;
- (vii) John Hancock be provided satisfactory evidence concerning the effect of any change in the real estate taxes to result from the sale and the effect of such change on the ability of the Security to generate a cash flow sufficient to pay the debt service on the Loan and to maintain a debt service coverage ratio satisfactory to John Hancock;
- (viii) John Hancock shall have received in writing evidence from the Rating Agencies to the effect that such transfer will not result in a re-qualification, reduction or withdrawal of any rating initially assigned or to be assigned in a secondary market transaction together with such legal opinions as may be requested by the Rating Agencies. The term "Rating Agencies" as used herein shall mean each of Standard & Poor's Ratings Group, Moody's Investors Service, Inc., Duff & Phelps Credit Rating Co., Fitch Investors Service, Inc. or any other nationally-recognized statistical rating agency who shall then be rating the certificates or securities issued in connection with the secondary market transaction;
- (ix) the Transferee and its constituent entities shall comply with all requirements pertaining to the Borrower's being a Special Purpose/Bankruptcy Remote Entity (as hereinafter defined) contained in this Application and in the Loan Documents;
- (x) the Transferee shall have delivered to John Hancock such legal opinions and title insurance endorsements as may be reasonably requested by John Hancock; and

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- (xi) John Hancock shall have received an assumption fee equal to one percent (1%) of the then unpaid principal balance of the Note (against which the administrative fee shall be credited) in addition to the payment of all costs and expenses incurred by John Hancock in connection with such assumption (including reasonable attorney's fees and costs).
- (g) **OTHER INDEBTEDNESS AND LIENS:** A covenant to the effect that no indebtedness (whether secured or unsecured) other than the Loan, no encumbrances other than those approved by John Hancock in its sole discretion in connection with the Closing, and no liens other than that of the Loan, shall be permitted to be secured by the Security, or any portion thereof, or by interests in the Borrower or any constituent entity thereof, and any violation thereof shall be a default under the Loan Documents and shall give John Hancock the right to declare the Loan immediately due and payable and to accelerate the entire indebtedness.
- (h) **USE OF SECURITY:** A representation, warranty and covenant to the effect that the Security will at all times be operated as a **Class A Apartment** and for no other purpose.
- (i) **CONDOMINIUM OR COOPERATIVE:** A covenant to the effect that Borrower has not filed and will not file a declaration of condominium, map or any other document having the effect of subjecting the Security to the condominium or cooperative form of ownership.
- (j) **FEES:** A covenant to the effect that John Hancock may charge administrative fees and be reimbursed for all costs and expenses, including reasonable attorneys' fees and disbursements, associated with reviewing and processing post-closing requests of Borrower.
- (k) **DISCLOSURE:** A representation and warranty to the effect that Borrower has fully disclosed to John Hancock all facts material to the Security, the Borrower, the Borrower's business operations and each guarantor listed in Condition 44 of this Application and each guarantor, if any, of the Loan required pursuant to this Application (collectively "Guarantors"), and each indemnitor of environmental liabilities listed in Condition 11(d)(ii)(cc) of this Application (collectively "Indemnitors"); and a misrepresentation or breach of any representation, warranty or covenant made in this Application shall be a default under the Loan Documents.

7 TITLE, TITLE EVIDENCE AND TITLE INSURANCE

- (a) The title to the Real Estate Security and Personal Property Security and all documentation pertaining thereto shall be satisfactory in all respects to John Hancock and its counsel.
- (b) Borrower shall furnish to John Hancock a policy of title insurance satisfactory in form and substance to John Hancock and its counsel issued by a title insurance company acceptable to John Hancock, in an amount not less than the amount of the Loan, insuring John Hancock and its successors and assigns that the Mortgage is a valid, first and prior lien on the Real Estate Security, subject only to such exceptions to and conditions of title as John Hancock may approve, and containing such endorsements as John Hancock may require. The seven (7) title companies (the "Title Companies") which are named below are acceptable to John Hancock. To facilitate the Closing, Borrower may wish to consider choosing one of them. Notwithstanding the foregoing, John Hancock's providing this information is merely to expedite the Closing of the Loan, and John Hancock is not responsible for the performance of any of said Title Companies. Borrower further acknowledges and agrees that whichever title company is selected, will provide their services directly to Borrower; and John Hancock is not responsible for any fees, costs or expenses of said company. Subject to the approval of John Hancock, Applicant hereby designates the following title insurance company as the title insurer for the loan:

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Name of Title Insurance Company:

1. ☐ First American Title Insurance Company
Contact Person:
Address:

Telephone Number:
Telecopy Number:
2. ☐ Chicago Title Insurance Company
Contact Person:
Address:

Telephone Number:
Telecopy Number:
3. ☐ Commonwealth Land Title Insurance Company
Contact Person:
Address:

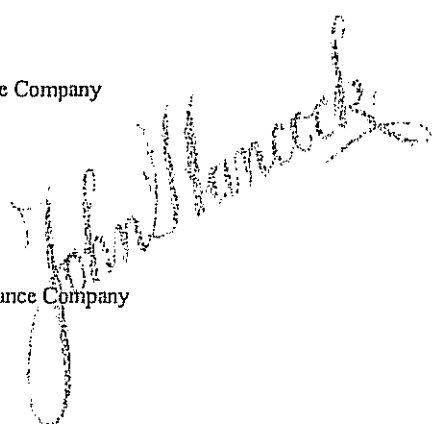
Telephone Number:
Telecopy Number:
4. ☐ Lawyers Title Insurance Company
Contact Person:
Address:

Telephone Number:
Telecopy Number:
5. ☐ Transnation Title Insurance Company
Contact Person:
Address:

Telephone Number:
Telecopy Number:
6. ☐ Stewart Title Guaranty Company
Contact Person:
Address:

Telephone Number:
Telecopy Number:
7. ☐ Old Republic National Title Company
Contact Person:
Address:

Telephone Number:
Telecopy Number:

A handwritten signature in dark ink, appearing to read "John W. [unclear]", is written over the right side of the list of insurance companies, specifically overlapping items 4, 5, and 6.

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In the event Applicant wishes to select a title company other than one of those listed above, Applicant must submit a written request to John Hancock. If title company is acceptable to John Hancock in its sole discretion, it will be approved in writing by John Hancock and will be included in the definition of Title Company.

Acceptance of this Application by John Hancock shall not be deemed to be approval by John Hancock of the title insurance company, or the issuing agent, if a title company other than one of the Title Companies has been selected. John Hancock hereby reserves the right to impose reinsurance requirements and to approve the Closing medium, all in its sole discretion.

- (c) Applicant hereby agrees that prior to Applicant's requesting that the interest rate be locked, it will give the Title Company John Hancock's title requirements. Applicant further agrees to provide the Title Company said written notification to proceed immediately after Rate Lock. It is understood that the Title Company will be hired on behalf of Applicant, that the Applicant will be responsible for payment of all fees and expenses of the Title Company whether or not the Loan Closes and for ensuring that the Title Company and title policy satisfy all the conditions of this Application.
- (d) Borrower shall furnish to John Hancock, or to John Hancock's Special Counsel designated herein, if any, six (6) copies of the preliminary evidence of title insurance satisfactory in form and substance to John Hancock and its counsel no later than twenty-one (21) days from the date of Rate Lock
- (e) Borrower shall furnish to John Hancock a chattel search certificate or other similar evidence satisfactory in form and substance to John Hancock and its counsel no later than twenty-one (21) days from the date of Rate Lock showing that such security interest is a first lien on the Personal Property Security, which evidence shall be updated through the date of Closing.

8 THE SURVEY

- (a) Borrower shall furnish John Hancock a current instrument survey of the Real Estate Security, satisfactory in form and substance to John Hancock and its counsel, prepared by a licensed surveyor acceptable to John Hancock and its counsel and certified by such surveyor to John Hancock and its successors and assigns and to the title insurance company insuring the Loan, pursuant to a certification in form and substance satisfactory to John Hancock and its counsel, showing all final improvements, physical conditions and all other matters affecting the title to, use of and zoning of the Real Estate Security as required by John Hancock.
- (b) Applicant hereby agrees that prior to Applicant's requesting that the interest rate be locked, it will give the surveyor designated below John Hancock's survey requirements. Applicant further agrees to provide the surveyor written notification to proceed immediately after Rate Lock. It is understood that the Surveyor will be hired on behalf of Applicant, that the Applicant will be responsible for payment of all fees and expenses of the Surveyor whether or not the Loan Closes and for ensuring that the Surveyor and the survey satisfy all the conditions of this Application.
- (c) The name and address of Applicant's surveyor are set forth below:

Name of Surveyor:	Stout & Traconelli Associates
Address:	2499 Knights Road, Pennsburg, PA 18073
Phone No	215-679-0200
- (d) Borrower shall furnish to John Hancock, or to John Hancock's Special Counsel designated herein, if any, six (6) copies of the survey described in subparagraph (a) of this Condition 8 no later than twenty-one (21) days from the date of Rate Lock.

9 BORROWER REQUIREMENTS

- (a) If the Borrower is a limited partnership, a limited liability company, or a corporation, or any other form of entity, then no later than fourteen (14) days from the date of acceptance by John Hancock of this Application,

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Borrower shall furnish to John Hancock, or to John Hancock's Special Counsel designated herein, if any, full and complete copies of the Borrower's partnership certificates and filings and partnership agreement, operating agreement, corporate articles, by-laws and resolutions or other organizational documents, as the case may be, which shall be satisfactory in form and substance to John Hancock and its counsel. In the event any of the foregoing need to be amended to comply with Condition 9(c) or any condition of this Application, said amended documents shall be furnished to John Hancock, or to John Hancock's Special Counsel designated herein, if any, no later than thirty (30) days from the date of acceptance by John Hancock of this Application.

- (b) Borrower shall furnish evidence satisfactory to John Hancock and its counsel that the Borrower has, and the persons signing on behalf of the Borrower have, the legal capacity and authority to enter into this transaction and to execute the Loan Documents
- (c) Special Purpose/Bankruptcy Remote Entity. The Borrower must be one of the following types of entities: (aa) a corporation which meets the requirements of SPE (as defined below), (such corporation hereinafter referred to as an "SPE Corporation"), (bb) a limited partnership, in which at least one of its general partners is an SPE Corporation, (cc) a limited liability company, having a minimum of two members, one of which is an SPE Corporation, or (dd) a general partnership, in which at least two of its general partners are SPE Corporations. The following additional requirements shall apply. The Borrower must be now, or prior to Closing must become, a special purpose and bankruptcy remote entity ("SPE"). In general, this includes but is not limited to the following requirements:
 - (i) The activities of Borrower must be limited by its organizational documents to the ownership and operation of the Security.
 - (ii) The activities of the SPE Corporations must be limited by their organizational documents to the ownership of interests in the Borrower.
 - (iii) Borrower and its SPE Corporations must be limited by their organizational documents from owning any property unrelated to the Security
 - (iv) Borrower and its SPE Corporations must be prohibited by their organizational documents from incurring any indebtedness, secured or unsecured, other than, with respect to the Borrower, the Loan, and (aa) incurred in the ordinary course of business to vendors and suppliers of services to the Real Estate Security, (bb) not secured by the Security, or any portion thereof, or by interests in the Borrower or any constituent entity thereof, and (cc) not accompanied by any rights to control or to obtain control of the Borrower or any constituent entity thereof.
 - (v) Each of Borrower and its SPE Corporations must maintain separate assets, bank accounts, operations, books and records and tax returns so that it is not costly or difficult to segregate its assets and operations from those of any affiliate or any other person.
 - (vi) Each of Borrower and its SPE Corporations must do all other things necessary, in the opinion of John Hancock's legal counsel, to establish and maintain its existence as an SPE.
 - (vii) Borrower and its SPE Corporations must be prohibited by their organizational documents from dissolving, liquidating, consolidating or merging, or selling all or substantially all of the assets of the Borrower or its SPE Corporations or transferring all or substantially all of the assets of the Borrower or its SPE Corporations, or engaging in any other business activity.
 - (viii) For Loans of \$15 million or more, and for all other Loans in the event this box ☐ is checked, the organizational documents of Borrower and its SPE Corporations must require a unanimous vote or consent of the Borrower's directors, partners or members, as applicable, and the unanimous consent of the directors of the SPE Corporations, if applicable, to file a petition for bankruptcy protection or obtain any other relief from its creditors.

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- (ix) For Loans of \$15 million or more, and for all other Loans in the event this box ☐ is checked, the board of directors of Borrower or its SPE Corporations, if applicable, must include at least one Independent Director whose consent shall be required before such Borrower or its SPE Corporations shall be permitted to file for bankruptcy protection, or obtain any other relief from its creditors, on behalf of such Borrower or its SPE Corporations. Independent Director shall mean a director of the special-purpose, bankruptcy remote corporation serving as the Borrower or the SPE Corporations of the Borrower, who is not at the time of initial appointment and has not been at any time during the preceding five (5) years: (a) a stockholder, director, officer, employee or partner of such corporation, the Borrower or any affiliate of either of them; (b) a customer, supplier or other person who derives more than 10% of its purchases or revenues from its activities with the corporation, the Borrower or any affiliate of either of them; (c) a person or other entity controlling or under common control with any such stockholder, partner, customer, supplier or other person; (d) an attorney or counsel to such corporation, the Borrower or any affiliate of either of them or (e) a member of the immediate family of any such stockholder, director, officer, employee, partner, customer, supplier or other person. (As used herein, the term "control" means the possession, directly or indirectly, of the power to direct or cause the direction of management, policies or activities of a person or entity, whether through ownership of voting securities, by contract or otherwise.)
- (x) Non-Consolidation Opinion. For Loans of \$15 million or more, and for all other Loans in the event this box ☐ is checked, the Borrower's legal counsel (who must be satisfactory to John Hancock's legal counsel) shall provide an opinion, in form and substance satisfactory to John Hancock's legal counsel to the effect that a bankruptcy proceeding involving,
- (aa) the parent or an affiliate (including without limitation any affiliated property manager) of the Borrower,
 - (bb) a member, partner or shareholder of the Borrower, or
 - (cc) a partner of a partnership, a member of a limited liability company or shareholders of a corporation, which partnership, limited liability company or corporation serves as a special purpose, bankruptcy remote general partner or managing member of the Borrower,
- shall not cause (1) the assets of the Borrower (including without limitation the Security) to be substantively consolidated with the assets of its bankrupt parent, affiliate, member, partner or shareholder and, (2) if applicable, the assets of the SPE Corporations of the Borrower to be substantively consolidated with the assets of its bankrupt partner, member or shareholder.
- (xi) Fraudulent Conveyance and Other Required Opinions. If the Security was transferred to the Borrower by an affiliated entity, John Hancock may require an additional opinion to establish that the transfer of the Security to the Borrower cannot be avoided as a fraudulent conveyance or pursuant to similar laws which would cause the Security to be included among the assets or estate of the transferor.

10. COMPLIANCE WITH ZONING, BUILDING LAWS, SUBDIVISION
AND OTHER LAWS, REGULATIONS, ETC. AND SEPARATE TAX PARCEL

John Hancock shall be furnished within twenty-one (21) days of Rate Lock with evidence satisfactory in form and substance to John Hancock and its counsel, including, without limitation, affirmative title insurance in the form of an ALTA 3.1 (or CLTA 123.2) title endorsement (modified to cover parking) if issued in the jurisdiction where the Real Estate Security is located and a letter from the municipality evidencing that the Real Estate Security and the use thereof comply with all applicable zoning, subdivision and other laws, ordinances, rules and regulations and that there is no action or proceeding pending before any court, quasi-judicial body or administrative agency relating thereto. If said title endorsement is not issued in the jurisdiction, both an opinion of counsel in form and substance satisfactory to John Hancock and its counsel and the aforementioned letter from the municipality will be required. John Hancock shall also be furnished with evidence satisfactory to John Hancock and its counsel that the Real Estate Security has a tax map designation separate and distinct from that of any other property and is a separate legally subdivided parcel. John Hancock shall be provided with evidence that the Security and the use thereof

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comply with all building laws, ordinances, rules and regulations, including without limitation, permanent and unconditional certificates of occupancy and all other certificates, permits, licenses and other items relating to such compliance which are required by or are to be obtained from any board, agency or department, whether governmental or otherwise, and evidence of rebuildability, all of which shall be satisfactory in form and substance to John Hancock and its counsel.

11. COMPLIANCE WITH ENVIRONMENTAL LAWS; LOAN DOCUMENTS

- (a) Applicant furnishes to John Hancock herewith an environmental certificate and questionnaire (the "Environmental Certificate") completed and executed by Applicant, attached hereto and made a part hereof marked Exhibit C, which Applicant acknowledges is subject to the approval of John Hancock. Applicant agrees that the Closing of the Loan is conditioned upon the continued accuracy of the representations, warranties and certifications contained in Exhibit C.
- (b) John Hancock shall also be furnished with such additional evidence as it may require, and satisfactory in form and substance to John Hancock and its counsel, that the Security is in compliance with all applicable environmental laws, ordinances, rules and regulations, together with all certificates, permits, licenses and other items relating to such compliance which are required by or are to be obtained from any board, agency or department, whether governmental or otherwise, including without limitation, an engineering report in form and substance satisfactory to John Hancock and a certification by an engineer satisfactory to John Hancock and its successors and assigns, whose fees and expenses shall be paid by Applicant and/or Borrower, as to the structural and mechanical sufficiency of the improvements and equipment to meet municipal, state and federal environmental requirements.
- (c) The Applicant shall provide to John Hancock an assessment, in form and substance satisfactory to John Hancock and its counsel, by one or more qualified registered professional engineers, hydrologists, or other scientists approved by John Hancock, whose report or reports shall be certified to John Hancock and its successors and assigns and the Applicant and whose fees and expenses shall be paid by the Applicant, and which shall be dated no earlier than one hundred eighty (180) days prior to the Closing, that based on a visual inspection and a thorough review of historical uses of the Real Estate Security and neighboring lands, review of all lists of actual or suspected sites of releases which are published by federal or state agencies, consultation with local officials and a records check of local agencies and authorities who might be knowledgeable with respect to the Real Estate Security:
 - (i) there exists no evidence of the past or ongoing release or threatened release at, upon, under, or within, or of the past or ongoing migration from neighboring lands to, the Real Estate Security, of Hazardous Materials, which term shall in this Application include hazardous waste, as that term is defined by the Resource Conservation and Recovery Act ("RCRA"), 42 U.S.C. §6903(5), hazardous substances, as that term is defined by the Comprehensive Environmental Response, Compensation and Liability Act of 1980 ("CERCLA"), 42 U.S.C. §9601(14), pollutants or contaminants, as those terms are defined by CERCLA, 42 U.S.C. §9601(33), in each case, as those statutes may be amended from time to time, asbestos-containing materials ("ACM") and volatile organic compounds, including oil and petroleum products; and
 - (ii) there exists no evidence that ACM, polychlorinated biphenyls (PCBs), Mold (defined as the presence of any form of (i) multicellular fungi that live on plant or animal matter and an indoor environment (including without limitation Cladosporium, Penicillium, Alternaria, Aspergillus, Fusarium, Trichoderma, Memmoniella, Mucor and Stchybotrys chartarum (SC) often found in water damaged building materials), (ii) spores, scents or byproducts produced or released by fungi, including mycotoxins and (iii) microbial matter which reproduces through mold, mildew and viruses, whether or not such microbial matter is living (collectively "Mold")) or radon gas is present at the Real Estate Security.

If, in John Hancock's sole discretion, the report or reports provided pursuant to subparagraphs (b) and/or (c) above; the answers to any questions on the Environmental Certificate attached hereto as Exhibit C; the provisions of any federal, state, or local laws; and/or any other information which John Hancock has obtained

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so warrants, John Hancock may require, as a further condition to Closing the Loan, a further report at the Borrower's expense that there exists no evidence of the discharge, migration, or presence of Hazardous Materials, ACM, PCBs, Mold and/or radon gas at the Real Estate Security, said further report to be based on, in John Hancock's sole discretion, soil and groundwater sampling and monitoring, and/or sampling and analysis of building materials.

(d) The Loan Documents will contain, without limitation:

- (i) warranties and representations by Borrower, in form and content satisfactory to John Hancock and its counsel, that:
 - (aa) to the best of Borrower's knowledge, there have been no releases or threatened release at, upon, under, or within, nor past or ongoing migration from neighboring lands to, the Real Estate Security, of Hazardous Materials; and
 - (bb) Borrower has not received any notice from any governmental authority or from any tenant or other occupant or from any other person with respect to any release or threatened release of Hazardous Materials at, upon, under, or within the Real Estate Security; and
 - (cc) to the best of Borrower's knowledge, there is no ACM, PCBs, Mold or radon gas at or within the Real Estate Security; and
- (ii) covenants by Borrower, in form and content satisfactory to John Hancock and its counsel, that:
 - (aa) Borrower has not been, is not, and will not become involved in operations at the Real Estate Security which could lead to the imposition on Borrower of liability under RCRA, CERCLA, or any similar applicable federal or state laws or regulations;
 - (bb) Borrower will strictly comply with the requirements of RCRA, CERCLA, and all similar applicable federal and state laws and regulations, and of all federal and state laws and regulations relating to ACM, PCBs, Mold and radon gas, and will notify John Hancock of any release of Hazardous Materials at, upon, under, or within the Real Estate Security involving Borrower, or of the presence of ACM, PCBs, Mold or radon gas at the Real Estate Security, or of the receipt by Borrower of any notice from any governmental agency or authority or from any tenant or other occupant or from any other person with respect to any alleged such release or presence, promptly upon discovery of such release or presence or receipt of such notice, and will send John Hancock copies of all results of tests of underground storage tanks at the Real Estate Security; and
 - (cc) Notwithstanding any provisions in the Loan Documents limiting or negating Borrower's personal liability, Applicant, Borrower and James R. Koller, Frank C. Palopoli & Joseph P. Kelly, individually, will jointly and severally indemnify and hold John Hancock harmless from and against any and all loss, cost, damage, liability, and expense, including attorneys' fees, suffered or incurred by John Hancock in connection with this Loan, at any time, whether before, during, or after enforcement of its rights and remedies upon default, on account of any release or threatened release of Hazardous Materials at, upon, under, or within the Real Estate Security, or resulting from the presence of ACM, PCBs, Mold or radon gas at the Real Estate Security, including with respect to (i) the imposition by any governmental authority of any lien or so-called "super priority lien" upon the Real Estate Security, (ii) clean-up costs, (iii) liability for personal injury or property damage or damage to the environment, and (iv) fines, penalties, and punitive damages; provided, however, that the obligation of Applicant and the Indemnitors to indemnify John Hancock shall not apply to any release or presence of Hazardous Materials which (1) first occurs after (A) a repayment of the Loan in full in accordance with the Loan Documents, or (B) acquisition of title by John Hancock upon a foreclosure and surrender of possession and occupancy of the Security by Applicant and the Indemnitors, their agents, affiliates, employees and independent contractors, and (2) with respect to both (1) (A) and (1) (B) above, is not due to any action occurring prior to such repayment or acquisition.

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The Applicant, Borrower, Guarantors and Indemnitors shall have the burden of proving that the conditions in the foregoing clauses (1) and (2) were satisfied by clear and convincing evidence and shall continue to defend with counsel reasonably satisfactory to John Hancock and shall indemnify and hold harmless John Hancock for all matters set forth in Section 11(d)(ii)(cc), unless a court of competent jurisdiction finds that Indemnitors have met such burden.

- (e) The Loan Documents will contain, without limitation, in form and content satisfactory to John Hancock and its counsel, (i) provisions to the effect that at any time while the Loan is outstanding, John Hancock may (but will not be obliged to) enter the Real Estate Security to make reasonable inspections of its condition, including but not limited to soil and groundwater sampling and monitoring, and including but not limited to inspections for Hazardous Materials, ACM, PCBs, Mold and/or radon gas, (ii) warranties and representations by Borrower that all of the answers on the Environmental Certificate attached hereto as Exhibit C are true and complete, (iii) covenants by Borrower that Borrower will notify John Hancock in writing immediately upon learning that any of the answers on the Environmental Certificate either was not true when made or is no longer true, and (iv) provisions to the effect that any event which causes any of the answers on the Environmental Certificate to be no longer true, or John Hancock's learning that any of the answers on the Environmental Certificate were not true when made, shall, if the change is in John Hancock's sole determination adverse, constitute a default under the Loan Documents, giving John Hancock all the rights and remedies available to it upon a default by Borrower.
- (f) The title insurance required by Condition No. 7 shall include, if available in the jurisdiction where the Real Estate Security is located, affirmative assurances (i) that no liens or notices affecting the Real Estate Security or any part thereof under RCRA, CERCLA, or any similar applicable federal and state laws have been placed of record in any place of public record and (ii) that the records of the state environmental agency have been examined, and that no expenditures for clean-up of hazardous materials at the Real Estate Security have been incurred by any government agency or authority.

12. COMPLETION

Prior to Closing, all construction of buildings and other improvements shall be completed to the satisfaction of John Hancock.

13. THIRD PARTY INSPECTIONS

Borrower is obligated to deliver to John Hancock within thirty (30) days of the date of Rate Lock the reports and materials described below in form and substance satisfactory to John Hancock from third party professionals satisfactory to John Hancock:

- (a) a structural report prepared by an engineer acceptable to John Hancock who will (i) conduct an engineering study of the Real Estate Security satisfactory to John Hancock including, without limitation, an inspection of the structural, mechanical, electrical, plumbing and roof systems and, if required, a termite inspection, and (ii) make an Americans with Disabilities Act review; and where applicable, a seismic study satisfactory to John Hancock, prepared by an engineer acceptable to John Hancock (collectively, "Property Condition Assessment");
- (b) an environmental assessment or assessments (collectively, "Environmental Assessment") prepared by an environmental consultant acceptable to John Hancock who will perform a Phase I environmental assessment of the Real Estate Security as further described in Condition 11, and a Phase II environmental assessment, if recommended in the Phase I report and John Hancock determines that such additional assessment is advisable; and
- (c) an appraisal (the "Appraisal") by a state licensed appraiser acceptable to John Hancock who will provide an appraisal acceptable to John Hancock as more fully described in Condition 14.

Reports from other third party contractors may be required to evaluate any issues raised in the underwriting process.

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Applicant hereby designates, subject to approval by John Hancock, the following third party professionals:

Engineer: **Con-Tech Services Inc., 388 Reed Road, Bldg.#1, 2nd Floor, Broomall, PA 19008**

Environmental
Consultant: **RT Environmental**

Appraiser: **Cushman & Wakefield, Att; Jerry McNamara, Bell Atlantic Tower, 1717 Arch Street, 30th Floor, Philadelphia, PA 19103**

John Hancock is not responsible for the performance of said third party professionals. Applicant further acknowledges and agrees that said professionals will provide their services directly to Applicant.

Acceptance of this Application by John Hancock shall not be deemed to be approval by John Hancock of the third party professionals. John Hancock hereby reserves the right to approve the third party professionals.

The costs of and in connection with reports from all third party professionals required pursuant to Condition 13 are defined as "Third Party Report Fees".

In order to facilitate the Closing process, Applicant hereby authorizes John Hancock to contact the third party professionals designated above, and to instruct them on behalf of Applicant to commence work as soon as possible after Rate Lock. It is understood that the third party professionals will be hired on behalf of Applicant, that the Applicant will be responsible for payment of all fees and expenses of the third party professionals whether or not the Loan closes, and for making sure that the third party professionals and said reports satisfy all the conditions of this Application

14. APPRAISAL

John Hancock is to be provided with an appraisal which is signed by a qualified state licensed appraiser acceptable to John Hancock with no interest, direct or indirect, in the Security or in any loan made on the Security, and whose compensation is not affected by the approval or disapproval of the Loan. The appraisal shall be addressed to John Hancock and its successors and assigns. The appraisal must support a loan-to-value ratio of not more than 75.00%, calculated as determined by John Hancock in its sole discretion.

15. LEASE REQUIREMENTS

(a) If the Security is occupied by any tenants under Space Leases, excluding Space Leases in multifamily properties, mobile home parks, congregate care properties or self-storage facilities, then all Space Leases affecting the Security which are presently in full force and effect with tenants in actual occupancy thereunder are listed on the rent roll attached hereto as Exhibit B and made a part thereof, and fully executed copies of the Space Leases so listed have already been delivered or are forwarded to John Hancock with this Application. The rent roll shall include among other things tenant names, lease commencement and expiration dates, square footage, annual rent, annual operating expense and real estate tax contributions, a statement as to whether or not there are any purchase option and/or co-tenancy requirements, any and all other fees paid by tenants, and security deposits currently held.

- (i) All additional Space Leases which are entered into prior to Closing, shall be furnished to John Hancock immediately upon execution thereof;
- (ii) All Space Leases and Other Leases shall be satisfactory in form and substance to John Hancock;
- (iii) Prior to Closing, John Hancock shall be furnished with a Tenant's Estoppel Certificate in the form attached hereto and made a part hereof marked Exhibit E, executed by each tenant under each Space

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Lease and each other Lease, excluding Space Leases in multifamily properties, mobile home parks, congregate care properties or self-storage facilities;

- (b) If the Security consists of a multifamily property, a mobile home park, a congregate care property or a self-storage facility, then all Space Leases affecting the Security which are presently in full force and effect with tenants in actual occupancy thereunder are listed on a rent roll attached hereto as Exhibit B and made a part hereof. The rent roll shall include among other things each building designation, unit number, type of unit, tenant names, lease commencement and expiration dates, monthly rent collected, asking market rent, any and all other fees paid by tenants including but not limited to utility reimbursements, and security deposits currently held.

16. RENTAL AND DEBT SERVICE COVERAGE REQUIREMENTS

- (a) On the Closing Date rents at the rate of not less than \$4,221,126.00 per annum in the aggregate shall be currently collectible from actual occupants of the Security under Space Leases that are in form, for periods and at rentals satisfactory to John Hancock, under which Space Leases there shall be no concessions, free rent or rebates.
- (b) On the Closing Date, there shall be a minimum debt service coverage ratio of 1.25:1, calculated by John Hancock in its sole discretion, including such allowances and adjustments (e.g., reserves) to both revenues and expenses as John Hancock determines are appropriate.

17. SUBORDINATION OF LEASES AND MANAGEMENT AGREEMENTS

John Hancock may, at its sole option, require (a) that any or all Space Leases and Other Leases and management agreements and other agreements affecting the Real Estate Security or Personal Property Security be made absolutely subject and subordinate to the lien of the Mortgage, (b) that any or all such Space Leases and Other Leases and agreements be made superior and prior to the Mortgage, or (c) that, except for Loans on multifamily properties, mobile home parks, congregate care properties or self-storage facilities, prior to Closing, John Hancock shall be furnished with a Subordination Non-Disturbance and Attornment Agreement in form and substance satisfactory to John Hancock, in its sole discretion, executed by each tenant required by John Hancock.

18. ESTABLISHMENT ON CLOSING DATE OF RESERVE FUNDS

- (a) **TAXES AND OTHER CHARGES:** On the Closing Date Borrower will establish with John Hancock, a reserve fund in an amount satisfactory to John Hancock from which to pay taxes, assessments, liens, charges, hazard insurance premiums and ground rents, if any.
- (b) **REPLACEMENT RESERVE:** Borrower will be required to make monthly deposits pursuant to an approved capital expenditure budget equal to one twelfth (1/12) of the amount estimated by John Hancock to be necessary for capital repairs or replacements to the Real Estate Security during each calendar year. John Hancock may make disbursements from the reserve account on a quarterly basis in increments to be determined by John Hancock.
- (c) **TENANT IMPROVEMENT AND LEASING COMMISSION RESERVE:** Borrower may be required to make monthly deposits for tenant improvements and leasing commissions in amounts determined by John Hancock.
- (d) **IMPROVEMENTS/REPAIR AND REMEDIATION RESERVE:** In the event John Hancock's Property Condition Assessment, Environmental Assessment or any other report detects any deferred maintenance or other repair items, or the possibility that any Hazardous Materials described in Condition 11 are located in, on or under the Real Estate Security, and if John Hancock in its sole discretion approves the Loan for Closing, then a reserve with John Hancock equal to one hundred twenty-five percent (125%) of John Hancock's estimated cost to repair or remediate such items (as determined by a qualified engineer or environmental consultant, as the case may be, retained by John Hancock on behalf of Applicant, at Applicant's expense) will be established by Borrower at the Closing of the Loan and will be maintained until completion of the repairs or remediation, as

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determined by John Hancock. John Hancock may make disbursements from the reserve account on a quarterly basis in increments to be determined by John Hancock.

19. INSURANCE

Within twenty-one (21) days of the date of Rate Lock, Borrower shall furnish to John Hancock evidence of such hazard and other insurance as John Hancock may require, satisfactory in form and substance to John Hancock, which insurance shall comply with the provisions of the Loan Documents pertaining to such insurance, and be issued by companies satisfactory to John Hancock and licensed to do business in the state where the Real Estate Security is located.

The policies for the insurance required above shall be delivered to John Hancock at least seven (7) days prior to the Closing of the Loan. All such policies shall have deductibles acceptable to John Hancock and shall satisfy John Hancock's criteria for insurance and provide full extended coverage, naming John Hancock and its successors and assigns as first mortgagee and otherwise covering John Hancock's interest in the Real Estate Security in a manner satisfactory to John Hancock.

20. FINANCIAL STATEMENTS

Within twenty-one (21) days of the date of Rate Lock, Applicant will cause to be provided to John Hancock financial statements from Borrower, each Guarantor, each Indemnitor and each of their respective principals in form and content satisfactory to John Hancock, evidencing a financial condition of such parties that is satisfactory to John Hancock in its sole discretion. In addition, Applicant shall provide to John Hancock whatever subsequent financial statements may be required by John Hancock.

21. CLOSING AND OTHER COSTS

Unless specifically stated to the contrary herein, whether or not the Loan closes, Applicant and Borrower shall be jointly and severally liable to pay on the earlier of the Closing date or termination of this Application all costs pertaining to the Loan and the Closing, including, without limitation, all Third Party Report Fees, all charges for title examination and title insurance and escrow, all survey costs, all recording and filing fees, all mortgage or similar taxes, and all attorneys' fees and costs of John Hancock (collectively "Costs").

22. BORROWER'S COUNSEL

The name, address and telephone number of counsel for the Borrower to be contacted by John Hancock's counsel are as follows:

Name: Mitchell E. Russell
 Address: 510 Township Line road, Suite 150, Blue Bell, Pa 19422
 Telephone No.: 215-653-0110
 Fax No.: 215-653-0383

23. OPINION OF COUNSEL

Applicant and/or Borrower shall provide John Hancock on or prior to the Closing Date with an opinion satisfactory in form and substance to John Hancock and its counsel dated as of the Closing Date from an attorney approved by John Hancock and its counsel and, in addition, at John Hancock's option, from its counsel, that, among other things:

- (a) the Borrower, if an entity, the Guarantors and Indemnitors, if entities, and all constituent entities thereof, are duly formed, validly existing and in good standing,
- (b) the Borrower and any entity executing Loan Documents on behalf of Borrower or in addition to Borrower (e.g. owners of subordinated fees, Guarantors and Indemnitors) and all other constituent entities, if any, are duly authorized to execute, deliver and perform the obligations under the Loan Documents,

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- (c) the Loan Documents are legal, valid, binding and enforceable in accordance with their terms,
- (d) the Loan Documents do not violate any law, regulation or ordinance, and
- (e) the Loan Documents do not conflict with the Borrower's or any Guarantor's or Indemnitor's by-laws or any other documents creating or giving the Borrower or any Guarantor or Indemnitor authority, and are not in violation of or in conflict with any other agreement of Borrower or any Guarantor or Indemnitor.

If the Loan is in the principal amount of \$15 million or more or if the box is checked, the opinions set forth in Conditions 9(c)(ix) and (x) shall be delivered.

Borrower will provide John Hancock and its counsel with the proposed form of said opinion no later than fourteen (14) days from the date of acceptance of this Application by John Hancock.

24. COOPERATION AND DISCLOSURE

Applicant, Borrower, each Guarantor and each Indemnitor acknowledge: (a) that John Hancock has advised them that it may sell, assign, pledge, securitize, participate or otherwise transfer the Loan or any interest therein, in whole or in part, (such transaction being called a "Transaction"), (b) that John Hancock may use and disclose in connection with such Transaction any information it receives in connection with the Loan and that such information will be reviewed and relied upon by John Hancock, its advisers, attorneys, underwriters, placement agents, rating agencies, investors and potential investors in connection with such Transaction, and (c) that they agree to cooperate in the Transaction and to provide required information at their own cost and expense.

25. REPRESENTATIONS, WARRANTIES AND COVENANTS

Applicant, Borrower and, as applicable, each Guarantor, and each Indemnitor, represent and warrant as follows in connection with this Application: (a) all material information submitted or to be submitted in connection with this Application and the Loan is or will be, respectively, true, correct and complete, including, but not limited to, the information on Exhibits B and G and the rent roll attached to this Application; (b) the financial and operating statements and other accounting information submitted in connection with the Application are true, correct, complete, and fairly present the financial condition of the Applicant, Borrower, Guarantors and Indemnitors and their respective Principals and have been prepared consistent with proper accounting standards; (c) there is no litigation, action, claim, or other proceeding, pending or threatened which might, in any way, materially and/or adversely affect the Applicant, Borrower, any Guarantor, any Indemnitor or the Principals of any of them, or the Security, John Hancock's proposed first lien thereon, or the financial condition of the Security or any of the aforementioned persons; (d) that their respective Principals are truly, accurately, and completely described on Exhibit F; (e) neither the Applicant, the Borrower, any Guarantor and Indemnitor, nor their respective Principals has received notice of, or is otherwise aware of, any condemnation or other action against the Security; (f) Applicant and/or Borrower and/or the Security possess adequate assets, leases, licenses, franchises, rights, governmental and other permits, certificates, consents and approvals to conduct and/or operate the business of the Security and none of the foregoing contains any term or condition that is materially burdensome or different from those possessed or held by other parties conducting or operating a similar business; and (g) each has fully disclosed to John Hancock all facts material to the Security and the operation and tenants thereof, and all facts material to the Applicant, the Borrower, each Guarantor and each Indemnitor and their respective Principals and the background, creditworthiness, financial condition and the business operations of each

Applicant, Borrower and, as applicable, each Guarantor and each Indemnitor hereby (a) covenants that the foregoing representations and warranties are true, accurate and complete in all respects and will continue to be so from the date hereof through the Closing Date with the same effect as if made on the Closing Date and (b) agrees that the foregoing is a condition to Closing the Loan.

It is understood that other representations, warranties and covenants customary for loans of this nature, will be required by and set forth in the Loan Documents.

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26. COMPLIANCE WITH TERMS AND CONDITIONS: SUBMISSION OF DOCUMENTS

Applicant and Borrower agree that prior to Closing they will satisfy and otherwise comply with all Terms and Conditions hereof at the earliest possible date, and in any event within any time limits specifically stipulated in the Terms and Conditions hereof, and so as to permit the Closing of the Loan to occur on or prior to the Closing Date, and, pursuant to the foregoing, Applicant and Borrower further agree that they will submit to John Hancock or to John Hancock's counsel, as the case may be, all instruments, documents, evidence, papers, information and other materials pertinent to the Loan, as soon as possible and in any event no later than (a) the date or dates, if any, specifically stipulated in the Terms and Conditions hereof, and (b) where such dates are not so specifically stipulated, twenty-one (21) days prior to the Closing Date.

27. ACCEPTANCE BY JOHN HANCOCK OF THIS APPLICATION

- (a) Applicant understands and agrees that, notwithstanding any Rate Lock, John Hancock is not obligated to make the Loan contemplated hereby unless and until the Loan has been authorized by John Hancock's loan committee and John Hancock has accepted this Application in the place provided below, and then said obligation is upon and subject to the provisions contained in the Terms and Conditions hereof.
- (b) In the event that John Hancock accepts this Application in the place provided below and forwards an executed copy thereof to the Applicant, Applicant will borrow the Principal Amount; and provided that, after such acceptance by John Hancock, Applicant pays John Hancock the Commitment Fee within the time and as otherwise stipulated in condition 30(c) hereof, then John Hancock agrees to make the Loan upon and subject to the provisions contained in the Terms and Conditions hereof, and this Application will thereupon become a Commitment between Applicant and John Hancock.
- (c) The acceptance of this Application by John Hancock shall not constitute approval by John Hancock of any leases or other materials heretofore submitted to John Hancock. Such leases and other materials will be the subject of separate communications from John Hancock.

28. ASSIGNABILITY

This instrument and the rights of Applicant and Borrower hereunder shall not be assignable by operation of law or otherwise, and any purported assignment thereof shall be null and void. John Hancock may assign its rights and obligations hereunder to any affiliate.

29. TERMINATION OF THIS INSTRUMENT

- (a) In the event that a Rate Lock has occurred or John Hancock accepts this Application, (whether or not Applicant has timely paid the Commitment Fee) John Hancock may terminate its obligation to Close and fund the Loan (and the Rate Lock shall automatically expire) at John Hancock's option and in such manner as John Hancock may determine in the event that:
 - (i) Applicant or Borrower shall fail to fully and timely satisfy or otherwise comply with any of the Terms and Conditions contained in this instrument,
 - (ii) there is filed by or against any Applicant, any Borrower any Guarantor or any Indemnitor or Principal of any of them, or any constituent entity of any of them or against any tenant under any Space Lease or Other Lease referred to in Condition 15(a) hereof a petition in bankruptcy or insolvency or for reorganization or for the appointment of a receiver or trustee or liquidator, or if any Applicant, Borrower, Guarantor or Indemnitor, or Principal of any of them or any constituent entity of any of them or any tenant makes an assignment for the benefit of creditors or files a petition for arrangement which is not withdrawn or dismissed, canceled and/or terminated, or which may exist, at the time herein or hereafter established for Closing of the Loan,

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- (iii) there shall occur prior to the Closing Date a material and adverse change in the financial condition of any Applicant, Borrower, or any Guarantor or Indemnitor, or Principal of any of them, or any constituent entity of any of them, or of any tenant referred to in Condition 15(a) hereof,
- (iv) the Security shall suffer any material damage or destruction and the same is not restored to the satisfaction of John Hancock prior to the Closing Date,
- (v) any material information furnished to John Hancock by or on behalf of the Applicant, the Borrower, any Guarantor, any Indemnitor, any Principal of any of them or any constituent entity of any of them is or becomes untrue, incomplete, inaccurate or misleading, or
- (vi) any representation, warranty or covenant contained in Condition 25 or elsewhere in this Application shall cease to be materially true, accurate and complete.

provided, however, that in the event of such termination of John Hancock's obligation to Close and fund the Loan by John Hancock (and the expiration of the Rate Lock), Applicant and Borrower shall continue to remain liable for all Costs.

- (b) Delay in the exercise of John Hancock's right to terminate said obligations as aforesaid shall not be construed as a waiver of such right by John Hancock to terminate with respect to any of the events specified in subparagraph (a) above, and John Hancock's failure to act as to any such event shall not be construed as a waiver by John Hancock of its rights as to any subsequent event of a similar or dissimilar nature

30. APPLICATION, PROCESSING AND COMMITMENT FEES

Applicant and Borrower covenant that they shall pay the following fees in connection with this Application and the Closing of the Loan:

- (a) Processing Fee: A processing fee, payable to John Hancock by cashier's check, in the amount of \$5,000.00 is enclosed herewith/has been paid prior hereto (the "Processing Fee"). This Processing Fee is deemed fully earned upon receipt, is non-refundable and will be retained by John Hancock whether John Hancock accepts this Application and whether or not the Loan Closes.
- (b) Application Fee: An application fee in the amount of \$640,000.00 (the "Application Fee"), payable to John Hancock by cashier's check is enclosed herewith. The Application Fee will be applied as follows:
 - (i) In the event the Loan Closes, John Hancock will return to the Applicant the Application Fee, less all Costs
 - (ii) Unless the Applicant withdraws or revokes this Application, in the event John Hancock does not accept this Loan Application within sixty (60) days from the date of this Application, and John Hancock and Applicant are unable to agree on a modified Application within that time, John Hancock will return the entire Application Fee to the Applicant.
 - (iii) In the event that, before Rate Lock, Applicant withdraws or revokes this Application, John Hancock will return the Application Fee, less all Costs
 - (iv) In the event that, after Rate Lock, but prior to John Hancock's acceptance of this Application, Applicant withdraws or revokes this Application, John Hancock will retain the Application Fee and Applicant shall be liable for all Costs.
 - (v) In the event John Hancock accepts this Loan Application and the Loan does not Close, John Hancock will retain the entire Application Fee in addition to its other rights and remedies under the Application, and Applicant shall remain liable for all Costs.

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- (c) **Commitment Fee:** If John Hancock shall accept this Application, then in consideration of such acceptance by John Hancock and in recognition of the significant commercial value thereof, Applicant shall pay to John Hancock within five (5) days of such acceptance by John Hancock \$320,000.00, the Commitment Fee. The Commitment Fee will be applied as follows:

- (i) In the event the Loan Closes, \$320,000.00 of the Commitment Fee will be returned to the Applicant.
- (ii) In the event the Loan does not Close, the Commitment Fee will be retained by John Hancock in addition to its other rights and remedies under the Application, and Applicant shall remain liable for all Costs.

Payment of the entire amount of the Commitment Fee within the time period herein provided is a condition to Applicant's and Borrower's rights under this instrument.

- (d) If John Hancock accepts this Application, and in the event that thereafter:

- (i) Applicant or Borrower shall fail to satisfy or otherwise comply with any of the Terms and Conditions hereof in timely fashion, or
- (ii) John Hancock shall terminate this instrument pursuant to Condition 29 hereof, or
- (iii) in any event, if the Loan shall not have been Closed by the Closing Date or as the same may be extended by John Hancock as provided below, on which date John Hancock's obligation to Close and fund shall expire,

then all obligations of John Hancock hereunder shall thereupon immediately terminate and be of no further force or effect, and John Hancock shall be entitled to recover from Applicant and/or Borrower all damages, losses, costs and expenses suffered or incurred by John Hancock as a result of any of the events described in part (i), (ii) or (iii) of this subparagraph (d), including, without limitation, all such damages, losses, costs or expenses arising from the fact that, in reliance on the agreements of Applicant and Borrower contained herein, John Hancock allocated and set aside assets for the purpose of funding the Loan and made commitments to third parties based thereon, in addition to retention of the Processing Fee, the Application Fee and the Commitment Fee, provided, however, that Applicant and/or Borrower shall also continue to remain liable for all Costs.

31. LIMITATION OF OUT-OF-POCKET COSTS FOR APPLICANT

Notwithstanding any other conditions of this Application and provided that the Applicant shall use its best efforts to satisfy all of the conditions of this Application, if the Applicant is not at fault in any way and John Hancock in its sole discretion, elects not to Close the Loan because the Security violates any zoning, building or environmental law, ordinance, code, rule, or regulation or the Property Condition Assessment, Environmental Assessment, Appraisal or title evidence are not satisfactory to John Hancock or its Special Counsel, and any of the foregoing problems cannot be cured to the satisfaction of John Hancock and its Special Counsel by monetary payment of a sum certain by the Applicant or Borrower, then John Hancock will return to Applicant any Application Fee or Commitment Fee paid hereunder, less Costs.

32. EXTENSIONS OF TIME AND WAIVERS OF CONDITIONS

John Hancock reserves the right in its sole and absolute discretion to:

- (a) extend the Closing Date specified in Condition 4(b) hereof, as amended by the Rate Lock Confirmation, if Borrower is not ready to close and, if Borrower has not complied with any of the Terms and Conditions hereof by the date herein provided, to extend any such date for the satisfaction of or compliance with such Terms and Conditions hereof, and
- (b) waive any of the Terms and Conditions hereof.

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Any such extension or waiver, and any amendment or modification of this instrument, shall be in writing and be signed by John Hancock. In no event shall there be any obligation on the part of John Hancock to grant any extensions or waivers, or if any should in John Hancock's sole discretion be granted, there shall be no obligation to grant additional ones.

33. NOTICES

Any notices given hereunder by Applicant or Borrower to John Hancock shall be addressed as follows:

John Hancock Life Insurance Company
John Hancock Tower, T-56
200 Clarendon Street
Boston, Massachusetts 02116
Attn: Real Estate Investment Group

34. PUBLICITY

In the event the Loan contemplated herein is made, John Hancock shall have the right to issue press releases, advertisements and other promotional materials describing John Hancock's participation in the origination of the Loan or the Loan's inclusion in any securitization.

35. GOVERNING LAWS

This Application shall be deemed to be executed and performable in and governed by the substantive laws of Massachusetts.

36. LIMITATION ON LIABILITY

The Loan Documents shall contain language satisfactory to John Hancock which will serve to negate the personal liability of the Borrower, with exceptions for loss, costs or damage arising from the following (collectively "Non-recourse Carveout Obligations"):

- (a) Fraud, misrepresentation and waste.
- (b) Any rents, issues or profits collected more than one (1) month in advance of their due dates.
- (c) Any misapplication of rents, issues or profits, security deposits, and any other payments from tenants or occupants (including, without limitation, lease termination fees) insurance proceeds, condemnation awards, or other sums of a similar nature.
- (d) Liability under environmental covenants, conditions and indemnity contained in the Mortgage and separate environmental indemnity agreement.
- (e) Personalty or fixtures removed or allowed to be removed by or on behalf of Borrower and not replaced by items of equal or greater value or functionality than the personalty or fixtures so removed.
- (f) Failure to pay taxes or assessments prior to delinquency, or to pay charges for labor, materials or other charges which can create liens on any portion of the Security and any sums expended by John Hancock in the performance of or compliance with the obligations of Borrower under the Loan Documents, including, without limitation, sums expended to pay taxes or assessments or hazard insurance premiums or bills for utilities or other services or products for the benefit of the Security.
- (g) The unauthorized sale, conveyance or transfer of title to the Security or encumbrance of the Security.
- (h) The failure of Borrower to maintain its status as a single purpose, bankruptcy-remote entity pursuant to its organizational documents and the Loan Documents.

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- (i) Attorney's fees, court costs and other expenses incurred by John Hancock in connection with enforcement of Borrower's or Guarantors' personal liability as set forth herein.

37. CORRESPONDENT

Applicant and Borrower agree that Carey, Kramer, Pettit, Panichelli & Associates, Inc. is acting solely as an independent contractor in connection with this Application and the Loan and not as an agent for John Hancock, and has no authority to bind or make any agreements, warranties or representations on behalf of John Hancock, and any agreement by said independent contractor in connection with this Application or the Loan or otherwise shall not be binding upon John Hancock.

38. DISCLOSURE NOTICE

The Applicant is entitled to a statement of the action taken on this Application. If such action is adverse and the Applicant so requests, the Applicant is entitled to receive the reasons for such action. The statement of adverse action shall be provided by John Hancock. The Applicant may, within sixty (60) days of the Applicant's receipt of the statement of adverse action, request that John Hancock provide a statement of specific reasons for that adverse action by contacting John Hancock at John Hancock Tower, T-56, 200 Clarendon Street, Boston, Massachusetts 02116, Attention: Timothy J. Malik, telephone (617) 572-3891, and in such event, John Hancock will provide the Applicant the specific reasons for the adverse action within thirty (30) days. Should John Hancock choose to provide the Applicant with oral notice of the adverse action taken on the Application and the reasons for that action, the Applicant may request written confirmation of those reasons, which will be provided to the Applicant within thirty (30) days of John Hancock's receipt of a written request for confirmation from Applicant.

The Federal Equal Credit Opportunity Act prohibits creditors from discriminating against credit applicants on the basis of race, color, religion, national origin, sex, marital status, age (provided the applicant has the capacity to enter into a binding contract); because all or part of the applicant's income derives from any public assistance program; or because the applicant has in good faith exercised any right under the Consumer Credit Protection Act. The Federal agency that administers compliance with this law concerning this creditor is the Federal Trade Commission, Equal Credit Opportunity, Washington, D.C. 20580.

39. ACCESS TO REPORTS AND TO SECURITY

- (a) John Hancock is to be provided a complete credit history for the Applicant, Borrower, the Guarantors, the Indemnitors and the Principals of each (including but not limited to physical record searches for bankruptcy, pending suits, judgments, UCCs and tax liens) in all jurisdictions deemed necessary by John Hancock. John Hancock is hereby authorized (i) to obtain credit reports on the Applicant, Borrower, each Guarantor and Indemnitor, and their respective Principals, as well as verification of statements made in this Application and any attachments hereto, and (ii) to obtain an environmental records search and a seismic screening with respect to the Security.
- (b) Applicant will give John Hancock and its consultants access to the Security and to Applicant's, the Borrower's, the Guarantors', the Indemnitors' (and those of the Principals of each) books and records to conduct the investigations required by Condition 13, this Condition 39 and any other required investigations during normal business hours.

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40. JOHN HANCOCK'S SPECIAL COUNSEL

The name, address and telephone number of John Hancock's Special Counsel are as follows:

Name: **Robert Schwartz, Esquire**
 Firm: **White & Williams**
 Address: **One Liberty Place, Suite 1800, 1650 Market Street**
 City and State: **Philadelphia, PA 19103-7301**
 Telephone No. **215-864-7000 and FAX 215-864-7123**

41. APPLICANT REPRESENTATION

Applicant hereby warrants and represents that none of the Applicant, the Borrower, any Guarantor or any Indemnitor listed herein, nor any of the Principals (determined as described below) of any of them nor any entity in which any of the foregoing holds or has held an ownership interest has been in default under any loan or been given relief by any lender under the terms of any loan or been subject to a foreclosure or deed-in-lieu of foreclosure or been the subject of any bankruptcy, reorganization or insolvency proceeding, unless this box ☐ is checked.

Principal is determined as follows:

- (a) Any individual or entity possessing management or operational control of Applicant, Borrower, any Guarantor or any Indemnitor;
- (b) Any person or entity possessing at least 25% of the ownership interests in the Applicant, Borrower, any Guarantor or any Indemnitor;
- (c) In addition, for a general or limited partnership, the Principal(s) will be all general partners and the majority shareholder(s) of any corporate general partner;
- (d) In addition, for a corporation, the Principal(s), will be the majority shareholder(s);
- (e) In addition, for a limited liability company, the Principal(s) will be all the member(s) thereof and the majority shareholder(s) of any corporate member and the general partners of any partnership member.

42. AUTHORIZATION FOR DIRECT DEBITS

Borrower hereby agrees to authorize John Hancock to make direct debit entries as described on Exhibit H attached hereto and to execute said written authorization by completing and executing an agreement in the form of said Exhibit H

43. COMPLIANCE WITH REGULATION U.

No part of the proceeds of the Loan will be used for the purpose (whether immediate, incidental or ultimate) of buying or carrying any margin stock within the meaning of Regulation U (12 CFR part 221) of the Board of Governors of the Federal Reserve System of the United States or for the purpose of reducing or retiring any indebtedness which was originally incurred for any such purpose, or for any other purpose which might constitute this Loan a "purpose credit" within the meaning of such Regulation U.

44. GUARANTORS OF NON-RECOURSE CARVEOUT OBLIGATIONS

Borrower and James R. Koller, Frank C. Palopoli & Joseph P. Kelly will guaranty the Non-Recourse Carveout Obligations.

45. Time is of the essence of this Application.

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Applicant (1) agrees to be fully bound by the Terms and Conditions hereof and (2) covenants that all facts and circumstances pertaining to this Application, the Loan and the Security are and shall continue to be as represented to John Hancock.

The undersigned hereby represents that the Applicant has, and all persons signing this Application on behalf of the Applicant have, the legal capacity and authority to enter into this transaction and to execute this Application.

MONTGOMERY SQUARE PARTNERSHIP
(Applicant) By: VERMONT LIMITED PARTNERSHIP
By: VESTERRA CORPORATION
By: John R. Zolla
Its: PRESIDENT

John Hancock

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INDEMNITORS' ACKNOWLEDGMENT

By executing this Application in the space(s) provided below, each of the Indemnitors hereby agrees to execute the indemnification agreement required by Condition 11(d)(ii)(cc) and joins in the representations, warranties and covenants pertaining to the Indemnitors in Condition 25 of this Application.

INDEMNITOR(S): James R. Koller

By: James R. Koller
Date: 7-30-04

INDEMNITOR(S): Frank C. Palopoli

By: _____
Date: _____

INDEMNITOR(S): Joseph P. Kelly

By: Joseph P. Kelly
Date: 7-30-04

[Faint, illegible signature]

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ACCEPTANCE BY JOHN HANCOCK

John Hancock hereby accepts the foregoing Application and agrees with the Terms and Conditions therein contained, as modified by the Rate Lock Confirmation, a copy of which is attached hereto.

JOHN HANCOCK LIFE INSURANCE COMPANY.

By: 

Date: 8/17/04

Timothy J. Malik
Senior Investment Officer

GUARANTORS' ACKNOWLEDGMENT

By executing this Application in the space(s) provided below, each of the Guarantors hereby agrees, jointly and severally, to guaranty the Non-recourse Carveout Obligations of the Borrower under the Loan Documents and joins in the representations, warranties and covenants with respect to the Guarantors contained in Condition 25 of this Application.

GUARANTOR(S): James R. Koller

By: 

Date: 7-30-04

GUARANTOR(S): Frank C. Palopoli

By: 

Date:

GUARANTOR(S): Joseph P. Kelly

By: 

Date: 7-30-04

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INDEMNITORS' ACKNOWLEDGMENT

By executing this Application in the space(s) provided below, each of the Indemnitors hereby agrees to execute the indemnification agreement required by Condition 11(d)(ii)(cc) and joins in the representations, warranties and covenants pertaining to the Indemnitors in Condition 25 of this Application.

INDEMNITOR(S): James R. Koller

By: James R. Koller
Date: 7-30-04

INDEMNITOR(S): Frank C. Palopoli

By: Frank C. Palopoli
Date: _____

INDEMNITOR(S): Joseph P. Kelly

By: Joseph P. Kelly
Date: 7-30-04

[Faint, illegible signature]

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CONDITION 46- INSURANCE PREMIUM RESERVE - SUSPENSION

Condition Nos. 6(c) and No. 18(a) are amended as follows:

The Loan Documents shall contain a provision suspending the requirement that Borrower fund and maintain a reserve fund for hazard insurance premiums as long as all of the following conditions are satisfied:

- (1) No default has occurred and is continuing under the Loan Documents beyond any applicable notice or cure period;
- (2) **Montgomery Square Partnership** is and remains the owner of the Real Estate Security;
- (3) Borrower complies with all obligations in the Loan Documents regarding insurance, including without limitation providing John Hancock with timely evidence (1) that the required insurance is in place for the Real Estate Security and is never delinquent or suspended, and (2) that all insurance premiums are paid in full.

Unless expressly provided elsewhere in this Supplement, this provision does not affect the obligation of Borrower to fund and maintain a reserve fund for any other item specified in Conditions 6 or 18 of the Application.

**PLEASE NOTE: ALL RISK INSURANCE WITHOUT AN EXCLUSION FOR
TERRORISM INSURANCE IS REQUIRED AT ALL TIMES.**

***CONDITION 47- TENANT IMPROVEMENT AND LEASING COMMISSIONS -
SUSPENSION***

Condition 18(c) of the Application is hereby amended and supplemented as follows:

The Loan Documents shall contain a provision suspending the requirement that Borrower fund and maintain a reserve fund for tenant improvements and leasing commissions for the Real Estate Security as long as all of the following conditions are satisfied:

- (1) No default has occurred and is continuing under the Loan Documents beyond any applicable notice or cure period;
- (2) **Montgomery Square Partnership** is and remains the owner of the Real Estate Security;
- (3) Borrower complies with all obligations in the Loan Documents regarding leases at the Real Estate Security.

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Unless expressly provided elsewhere in this Supplement, this provision does not affect the obligation of Borrower to fund and maintain a reserve fund for any other item specified in Condition 18 of the Application.

CONDITION 48- REPLACEMENT RESERVE - SUSPENSION

Condition 18(b) of the Application is hereby amended and supplemented as follows:

The Loan Documents shall contain a provision suspending the requirement that Borrower fund and maintain a reserve fund for capital repairs and replacements to the Real Estate Security as long as all of the following conditions are satisfied:

- (1) No default has occurred and is continuing under the Loan Documents beyond any applicable notice or cure period;
- (2) Montgomery Square Partnership is and remains the owner of the Real Estate Security;
- (3) Borrower complies with all obligations in the Loan Documents regarding maintaining the Security, including without limitation maintaining the Security in good order and repair;

Unless expressly provided elsewhere in this Supplement, this provision does not affect the obligation of Borrower to fund and maintain a reserve fund for any other item specified in Condition 18 of the Application.

CONDITION 49 - RENTAL ACHIEVEMENT

The Closing shall be no later than 365 days (12 months) from the Rate Lock Date and the outside date for Closing shall be set forth in the Rate Lock Confirmation.

The maximum permitted principal amount of the Loan shall be \$32,000,000, which shall be funded in full at Closing subject to the Terms and Conditions of this Application, but a portion of the Loan may be deposited into a rental achievement reserve ("Rental Achievement Reserve") pursuant to the Rental Achievement Reserve Agreement (as defined below) if all of the following terms and conditions are satisfied:

(1) Borrower Portion.

If the Funding Conditions (as defined below) are satisfied, a portion of the Loan shall be funded and disbursed to the Borrower. The amount to be disbursed to the Borrower on the Closing Date (the "Borrower Portion") shall be an amount which does not cause the loan-to-value ratio as set forth in Condition 14 to exceed 75% (the "Loan to Value" or "LTV"), and at which amount there is minimum rental income (as described in Condition 16(a)) as modified by this Condition 49 to provide a component of Value (as defined below) and a Debt Service Coverage ("DSCR") of 1.25:1 (as described in Condition 16(b))

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The amount of the Borrower Portion shall be determined by multiplying 75% by the "Value". The Value is computed by dividing the net operating income of the Security ("NOI") by a capitalization rate of 7.25%.

The NOI is determined by subtracting (a) the operating expenses of (1) \$758,433, (2) stabilized taxes (estimated at \$480,000) and (3) a management fee of 3.75% of Effective Gross Income (as defined below) from (b) the annualized monthly income from tenants that on the date of Closing occupy apartments and garages under leases reasonably acceptable to John Hancock ("Effective Gross Income")

(See Exhibit 1 for a sample calculation of the Borrower Portion and the amount of the reserves described below.

The DSCR will be determined by reducing the NOI by \$64,000 (Replacement Reserve of \$250/unit) and then dividing the remainder by the annual debt service payments due and payable upon the Loan, which debt service payments will be determined in connection with the Rate Lock and the applicable Principal Amount of the Loan and shall be deemed to include an amortization schedule of no greater than thirty (30) years.

The amount of the Borrower Portion calculated pursuant to this Section (1) shall be rounded downward to the nearest \$1,000.

The amount the Effective Gross Income and the NOI will be determined by John Hancock prior to Closing based upon a review of the Certified Rent Roll (as defined below) and current operating statements submitted by Borrower to John Hancock.

(2) Conditions to Funding and Provisions for Funding with Rental Achievement Reserve

In the event that the Security has not achieved an NOI of \$3,097,860 as calculated pursuant to Section (1) above within 10 business days prior to the Closing, then John Hancock shall still fund the Loan as long as:

- (a) Borrower satisfies timely the other Terms and Conditions of this Application;
- (b) Occupancy at the Security under Space Leases satisfying the terms of this Application is not less than 80% (which shall not include Space Leases the tenant or guarantor of which is subject to a bankruptcy or insolvency action);
- (c) Borrower establishes the required Rental Achievement Reserve (as defined below) pursuant to a Rental Achievement Reserve Agreement (as defined below) and otherwise satisfies the obligations of this Condition; and
- (d) The amount of the Rental Achievement Reserve is not greater than \$5,380,000.

The foregoing conditions are referred to collectively as the "Funding Conditions." If all of the Funding Conditions are not satisfied, John Hancock shall have no obligation to fund any portion of the Loan.

The amount of the Rental Achievement Reserve shall be equal to the difference between the entire principal balance of the Loan as specified in Section 3(a) of this Application and the Borrower Portion (the "Rental Achievement Reserve Amount") and will be required to be held by John Hancock in reserve at Closing pursuant to a reserve agreement in form and substance acceptable to John Hancock ("Rental Achievement Reserve Agreement"). (See Exhibit 1 for sample

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calculation). The Rental Achievement Reserve may be funded with a Letter of Credit (as defined below) acceptable to John Hancock.

(3) Achieving Required NOI After Closing

After the Closing, upon the Security's reaching an NOI of \$3,097,860, the Rental Achievement Reserve will be released to Borrower within ten (10) business days of receipt by John Hancock all of the requirements necessary to satisfy the Release Conditions (as defined below).

Notwithstanding the foregoing, if on or after six (6) months from the Closing the NOI is less than \$3,097,860, the Rental Achievement Reserve Amount will be recomputed using the method set forth in Section (1) above. If the recalculated Rental Achievement Reserve Amount is less than the then existing Rental Achievement Reserve Amount, the excess reserve will be released to the Borrower (assuming the Release Conditions are satisfied), and at John Hancock's option, the remaining Reduced Principal Amount Rental Achievement Reserve (including without limitation, any accrued interest) (a) may be applied to reduce the principal balance of the Loan, without prepayment premium (in which case the amortization schedule shall be revised by John Hancock, and the amount of the monthly payments will be revised); (b) may be applied as is otherwise provided in the Loan Documents; or (c) may continue to be held by John Hancock from time to time until it either elects to apply such amounts to the Loan as provided above or Borrower achieves an NOI of not less than \$3,097,860.

If the recalculated Rental Achievement Reserve Amount is equal to or greater than the then existing Rental Achievement Reserve Amount, then (a) Borrower shall pay to John Hancock within ten (10) days of demand, the amount of such deficiency and (b) John Hancock, at its sole option, (a) may apply the entire Rental Achievement Reserve Amount (including without limitation any accrued interest) to reduce the principal balance of the Loan, without prepayment premium, (in which case, the amortization schedule shall be revised by John Hancock, and the amount of the monthly payments will be revised) or as is otherwise provided in the Loan Documents or (b) may continue to hold the Rental Achievement Reserve Amount from time to time until it either elects to apply such amounts to the Loan as provided above or Borrower achieves an NOI of not less than \$3,097,860. Failure to pay such deficiency shall be a default under the Loan.

John Hancock shall have the option in its sole and absolute discretion to extend the six (6) month period described in the foregoing paragraphs in accordance with the provisions of Condition 32 of this Application. Borrower shall be responsible for all costs and expenses, including without limitation, all reasonable attorneys fees of John Hancock, pertaining to the amendment of the Loan Documents or otherwise incurred in connection with effecting the provisions contemplated hereby.

(4) Full Amount of Loan Disbursed

The Loan Documents shall provide that, notwithstanding the fact that the amount of the Borrower Portion may not be equivalent to the entire Principal Amount of the Loan, or that John Hancock has required the funding of one or more reserves at Closing, Borrower shall be required to pay interest on the entire Principal Amount of the Loan.

(5) Expanding Definition of Costs.

An additional sentence is added to the end of Condition 21 of the Application as follows: "The definition of "Costs" shall be deemed to include all costs pertaining to the application of all or any

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portion of the Rental Achievement Reserve, and the revision of the amortization schedule and the monthly payment as described in Condition 49 of this Application."

Definitions

Release Conditions shall mean that all of the following are satisfied:

- (a) The Loan is not in default;
- (b) Borrower delivers to John Hancock a Certified Rent Roll dated not more than thirty (30) days prior to submission;
- (c) The result of the recalculation of the Rental Achievement Reserve Amount, when conducted at the time of the release, yields a figure that is less than or equal to the amount then held as the Rental Achievement Reserve Amount;
- (d) The LTV is not then more than 75% and the DSCR is not less than 1.25:1 in each case as calculated by John Hancock as provided above;
- (e) All tenants listed on the Certified Rent Roll submitted to John Hancock for the applicable request occupy apartments and garages under leases reasonably acceptable to John Hancock and occupancy at the Security under Leases satisfying the terms of this Application is not less than 80%; and
- (f) Borrower satisfies such other reasonable requirements as are contained in the Rental Achievement Reserve Agreement.

Certified Rent Roll shall mean the rent roll certified by the Borrower and submitted to John Hancock dated within thirty (30) days prior to submission, listing each building(s) designation, tenant names, lease commencement and expiration dates, monthly rent due and monthly rent collected, any rental or other tenant concessions, any and all other fees and reimbursements paid by tenants and security deposits currently held. For purposes of computing the gross annual rent, all tenant concessions shall reduce the gross annual rent of all tenants

Letter of Credit shall mean an irrevocable, unconditional, transferable evergreen letter of credit in the applicable amount in form and substance satisfactory to John Hancock and issued by a bank acceptable to John Hancock. The Letter of Credit shall permit partial draws. The Borrower shall execute an agreement satisfactory to John Hancock in connection with said Letter of Credit, providing, among other things, that in the event that Borrower fails to meet its obligations under said agreement, John Hancock shall have the right to require that the expiration date of the Letter of Credit be extended or, at its option, to draw upon the Letter of Credit and to apply the proceeds thereof to the reduction of the principal amount of the Loan, or otherwise in accordance with the Loan Documents or the Rental Achievement Reserve Agreement. It is further required that the bank issuing the Letter of Credit (or any substituted Letter of Credit) be acceptable to John Hancock in its sole discretion not only at the time of the issuance of said Letter of Credit but shall also continue to be so acceptable to John Hancock during the entire term of said Letter of Credit, including all extension and/or renewal periods. If John Hancock, in its sole discretion, shall determine that an issuing bank is or has become unacceptable, Borrower shall be obligated to provide a substitute Letter of Credit. If Borrower does not provide such substitute letter of credit within fourteen (14) days of written notice of the unacceptability of such bank, such failure shall entitle John Hancock to draw upon the existing Letter of Credit and hold and apply the proceeds in accordance with the Rental Achievement Reserve Agreement. Additionally, if Borrower uses a Letter of Credit for the Rental Achievement Reserve and fails to provide a replacement Letter of Credit at least thirty (30) days prior to its expiration, then John Hancock shall have the right, in its sole discretion, to draw on the Letter of Credit and to apply the proceeds as set forth above and to exercise its other remedies under the Loan Documents. All fees and expenses in connection with the Letter of Credit shall be paid by Borrower.

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CONDITION 50 – CLOSING DATE AND EXTENSION OF CLOSING DATE

Condition 4(b) of the Application hereby is deleted and the following hereby is substituted in its stead:

The Closing shall occur on or before the date established by the Rate Lock Confirmation executed by Borrower and John Hancock.

John Hancock shall allow the Borrower to extend the Closing Date for up to six (6) periods of up to thirty (30) days each for an aggregate period of one hundred eighty (180) days, provided that no later than ten (10) business days prior to the Closing Date (as the same may have been extended as described herein), John Hancock shall receive written notice that Borrower has elected to extend the Closing Date pursuant to this Condition 50. If Borrower elects to extend the Closing Date, the Interest Rate (or, if applicable, each Interest Rate) applicable to the Principal Amount (as it may have been reduced pursuant to Condition 49 hereof) shall increase by five (5) basis points for each 30-day period or portion of a 30-day period for which the Closing Date shall be extended (each, an "Interest Rate Adjustment"). For example if the Closing Date is extended by one hundred fifty one (151) days, the Interest Rate would increase by thirty (30) basis points; provided, however, that in the event that the Borrower extends the outside date for Closing for the aggregate one hundred eighty (180) day period, the Interest Rate (or, if applicable, each Interest Rate) applicable to the Principal Amount (as it may have been reduced pursuant to Condition 49 hereof) shall not be increased by more than thirty (30) basis points in the aggregate.

Each Interest Rate Adjustment shall be evidenced by an Extension Agreement which John Hancock shall provide and Borrower shall execute. The Extension Agreement shall set forth the period for which the Interest Rate (or if applicable, each Interest Rate) is locked, the Interest Rate (or, if applicable, each Interest Rate) as adjusted by the applicable Interest Rate Adjustment, the monthly loan payment, the revised outside date for Closing, and if applicable, the revised lock out period. Each Extension Agreement shall result in an Interest Rate Adjustment, which shall be cumulative. Borrower acknowledges that the Interest Rate Adjustments may affect the calculations under Condition 49 which may affect (a) the Borrower Portion; (b) the Rental Achievement Reserve Amount and/or (c) John Hancock's obligation to close the Loan.

CONDITION 51 – ADDITIONAL APPLICATION FEE (Regarding Condition 30(b))

After the Interest Rate for the Loan is locked, if the yield for the "on the run" 10-year U.S. Treasury Security ("10-Year Treasury Rate") is for a period of five (5) consecutive business days at least 45 basis points below the 10-Year Treasury Rate that was used to determine the locked Interest Rate for the Loan ("Initial Treasuries Trigger Point"), Borrower is required to deposit with John Hancock an additional 1% of the entire Principal Amount of the Loan within three (3) business days after written notice of such fact from John Hancock. Such additional amount shall be added to, and be deemed a part of, the Application Fee. Further, Borrower shall deposit with John Hancock an additional 1% of the entire Principal Amount of the Loan within three (10) business days after written notice from John Hancock for any additional 15-basis point drop below the Initial Treasuries Trigger Point which lasts for a period of five (5) consecutive business days. Any such additional amounts shall be added to, and be deemed a part of, the Application Fee. Regardless of how low the 10-Year Treasury Rate declines after Rate Lock, the amount of additional Application Fee which Borrower shall be obligated to add to the existing Application Fee shall be limited to 2% of the Loan amount (\$640,000).

In the event that any additional deposit(s) for the Application Fee are made as outlined above, and subsequently, the 10-Year Treasury Rate rises above the threshold(s) for the additional deposit(s) for a period of five (5) consecutive business days, John Hancock will return the applicable portion of such

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additional deposit for the Commitment Fee to the Borrower. In no event shall John Hancock be obligated to return an amount to Borrower which leaves less than \$640,000 as the Application Fee being held by John Hancock.

Any additional deposit(s) for the ADDITIONAL APPLICATION FEE made pursuant to this Condition 51 shall be held, retained and disbursed by John Hancock pursuant to and in accordance with the terms and conditions applicable to the Commitment Fee described in this Application.

***CONDITION 52 - PAYMENT OF THE APPLICATION, COMMITMENT FEE OR
ADDITIONAL APPLICATION FEE (LETTER OF CREDIT)***

Condition Nos. 30(b) and (c) and Supplemental Condition No. 77 are expanded as follows: All of the Commitment Fee and all of the Application Fee required to be deposited under this Application may consist of one or more unconditional, irrevocable and transferable Letters of Credit, both in form and substance, and drawn on a commercial bank satisfactory, to John Hancock. Any and all Letters of Credit delivered to John Hancock in connection with this provision shall be in a form and subject to the conditions described in the last grammatical paragraph of Condition 49 of this Application

***CONDITION 53 - FORWARD COMMITMENT COMPONENT: COMPLIANCE WITH
TERMS AND CONDITIONS; SUBMISSION OF DOCUMENTS***

Applicant and John Hancock acknowledge and agree that, in the ordinary course, (a) the Interest Rate is locked for a period of (60) days in accordance with, and subject to, the terms and conditions of this Application; and (b) the Closing is obligated to occur within such time period.

Borrower and Applicant desire that the Interest Rate be locked for more than a period of sixty (60) days. Accordingly, Applicant and John Hancock agree to amend the Application as follows to accommodate such longer period to close the Loan:

A. Extension of Rate Lock. The following language is deleted from the first paragraph of Condition 3(c) of the Application:

In the event the Rate Lock Confirmation is issued and accepted as set forth above, the Interest Rate will be locked for a period of sixty (60) days (the "Rate Lock") subject to receipt of the fee required pursuant to Condition 30(c) (the "Commitment Fee") within the time period provided in said Condition 30(c).

and is replaced with the following:

In the event the Rate Lock Confirmation is issued and accepted as set forth above, the Interest Rate will be locked for a period of three hundred sixty five (365) days (the "Rate Lock") subject to receipt of the fee required pursuant to the terms and conditions of this Application (the "Commitment Fee") within the applicable time periods provided herein.

B. Additional Modifications to Application to Adjust Time Frames of Deliveries to Extended Rate Lock Period

1. Section 7(c) is amended as follows:

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- (i) delete "prior to Applicant's requesting that the interest rate be locked," and insert the following in its place: "no fewer than seventy-five (75) days prior to the expiration of Rate Lock."
- (ii) delete "immediately" in the second sentence, and insert the following after the words "Rate Lock: "but in no event fewer than seventy-five (75) days prior the expiration of Rate Lock."
- 2. Section 7(d) is amended by deleting "no later than twenty-one (21) days from the date of Rate Lock" and inserting in its place: "no fewer than forty-five (45) days prior to the expiration of Rate Lock."
- 3. Section 7(e) is amended by deleting "no later than twenty-one (21) days from the date of Rate Lock" and inserting in its place: "no fewer than forty-five (45) days prior to the expiration of Rate Lock."
- 4. Section 8(b) is amended as follows:
 - (i) delete "prior to Applicant's requesting that the interest rate be locked," and insert the following in its place: "no fewer than seventy-five (75) days prior to the expiration of Rate Lock."
 - (ii) delete "immediately" in the second sentence, and insert the following after the words "Rate Lock: "but in no event fewer than seventy-five (75) days prior to the expiration of Rate Lock."
- 5. Section 8(d) is amended by deleting "no later than twenty-one (21) days from the date of Rate Lock" and inserting in its place: "no fewer than forty-five (45) days prior to the expiration of Rate Lock."
- 6. Section 9(a) is amended as follows:
 - (i) delete the words "no later than fourteen (14) days from the date of acceptance by John Hancock of this Application" and insert "in no event fewer than forty-five (45) days prior to the expiration of Rate Lock".
 - (ii) delete the words "no later than thirty (30) days from the date of acceptance by John Hancock of this Application" and insert "no fewer than forty-five (45) days prior to the expiration of Rate Lock".
- 7. Section 10 is amended by deleting the words "within twenty-one (21) days of Rate Lock" in the first sentence and inserting the following in its place: "no fewer than forty-five (45) days prior to the expiration of Rate Lock."
- 8. Section 13 is amended by deleting the words "within thirty (30) days of the date of Rate Lock" in the first line and inserting the following in its place: "no fewer than forty-five (45) days prior to the expiration of Rate Lock."
- 9. Section 19 is amended by deleting the words "Within twenty-one (21) days of the date of Rate Lock" in the first sentence and inserting the following in its place: "No fewer than forty-five (45) days prior to the expiration of Rate Lock."

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10. Section 20 is amended by deleting the words "Within twenty-one (21) days of the date of Rate Lock" in the first sentence and inserting the following in its place: "No fewer than forty-five (45) days prior to the expiration of Rate Lock."
11. Section 23 is amended by deleting the words "no later than fourteen (14) days from the date of acceptance of this Application by John Hancock" and replacing it with: "no fewer than forty-five (45) days prior to the expiration of Rate Lock."

CONDITION 54 – FLOATING RATE OPTION IN THE 11TH YEAR

Borrower shall have the option to extend the term of the Loan for one (1) period of twelve (12) months from the maturity date of the Loan upon delivering to John Hancock written notice of the desire to so extend not less than one hundred eighty (180) days prior to the maturity date. The Loan shall accrue interest during such extended period at a variable rate. Notwithstanding the foregoing, the Loan shall only be extended if all of the following conditions are satisfied:

- (a) There is no default then continuing under the Loan Documents;
- (b) John Hancock and Borrower agree to terms for the extension period (including without limitation an interest rate index and spread and acceptable LTV and DSCR ratio given the then amount of the Loan and any subordinate financing which may be in place on the Security) no less than one hundred twenty (120) days prior to the then maturity date of the Loan;
- (c) Borrower satisfies all of the conditions of John Hancock then imposed in its sole but reasonable discretion to extend the Loan;
- (d) The Loan remains prior to any other lien, mortgage or encumbrance on the Security;
- (e) Borrower satisfies all conditions of, and executes and delivers documents for, such extension on or before the then maturity date of the Loan;
- (f) Borrower pays all of John Hancock's costs associated with such extension (including without limitation all attorneys' fees); and
- (g) John Hancock is still making variable rate commercial mortgage loans on properties of similar size, credit quality, character, type and location at the time of such extension.

CONDITION 55 – LOAN TERMS

Condition 3(g)- The 4th paragraph is deleted and replaced with, "The Loan will be open to prepayment without premium during the last 120 days of the term of the Loan".

Condition 3(h) is deleted in its entirety.

CONDITION 56 – ASSIGNMENT OF LEASES

In Condition 5(b)(ii) insert in the last line "for more than two months" between "rent" and "will."

CONDITION 57 – LOAN DOCUMENTS

Condition 6(a) delete 5% and insert 4%

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Condition 6(b) delete 7% and insert 5%.

Condition 6(c) delete "without interest" at the end of the paragraph and insert "with interest at the prevailing rate with Borrower responsible for any set-up and annual maintenance fees.

**CONDITION 58 – ANNUAL FINANCIAL STATEMENTS PROVIDED BY THE
BORROWER**

Condition No. 6(e): ANNUAL FINANCIAL STATEMENTS is amended by adding the following: The Loan Documents will provide that John Hancock will accept a statement of annual income and expense prepared and certified by the Borrower, the Borrower's accountant or a financial officer of the Borrowing entity within 120 days after the end of each fiscal year, provided that the statement certified by a certified public accountant is not available and there has not been a default by the Borrower in the performance of any of its obligations under the Loan Documents.

CONDITION 59 – DUE ON SALE: CHANGE IN OWNERSHIP OR CONTROL

TRANSFER OF OWNERSHIP WITHIN THE PARTNERSHIP

Borrower represents that the description of the Borrower and all constituent entities and the list of names, types of interests and percentages thereof of all persons having ownership interests in the Borrower and in such entities are accurately described on Exhibit F attached to this Commitment. It is understood that the following amendment to Condition 6(f) is conditioned upon the accuracy and completeness of the information provided on said Exhibit F.

Condition No. 6(f): DUE ON SALE is amended to add the following: The transfer of partnership interests shall be permitted between partners and their families as long as any of the existing partners as of Closing controls at least 51% of the combined general and limited partnership interests of the Borrower; provided:

1. There shall be no default under the Loan Documents,
2. John Hancock shall be provided with prior written notice of such transfer, together with a diagram showing the structure of the Borrower and all constituent entities after the contemplated transfer and a list of the names, types of interests and percentages of ownership of all owners of interests in the Borrower and any constituent entities after the contemplated transfer, and an administrative fee of \$5,000, which shall be deemed fully earned upon receipt, and
3. All fees and costs in connection with the transaction, including without limitation, John Hancock's attorneys' fees, shall be paid by the Borrower.

CONDITION 60 – DUE ON SALE

Condition 6(f)- In the last sentence delete "one-time" and replace with "two-time".

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Condition 6(f)(vii)- In the 2nd and 3rd lines delete "concerning the effect of any change in the real estate taxes to result from the sale and the effect of such change"

Condition 6(f)(vii)- Delete the 4th line and insert at the end of the 3rd line after "ratio", the words "of not less than 1.25:1 as determined by John Hancock"

Condition 6(f)(viii) is amended by inserting the following at the beginning of such section: "If the Loan is made part of a secondary market transaction,"

CONDITION 6I – SUBORDINATE FINANCING

Condition No. 6(f) SECONDARY FINANCING is amended to add the following: Notwithstanding the foregoing, John Hancock ("Lender") will permit secondary financing one time, provided that:

1. No default exists under the Loan Documents,
2. The Loan Documents contain a covenant whereby Borrower agrees not to make payments to the holder of any secondary financing during any period in which a monetary default exists under the Loan Documents,
3. The secondary financing will consist of a single mortgage which will be the only loan secured by the Security other than the Loan,
4. The secondary financing, by its terms, shall be and remain completely subject and subordinate to the Loan Documents and any additional fundings, extensions, modifications and amendments thereof, and to any subsequent advances made by the first mortgagee, whether obligatory or optional and Borrower and the secondary financing lender shall enter into such Subordination and Intercreditor Agreements as requested by Lender,
5. The secondary financing shall not violate the terms of any leases, and by its terms, shall be and remain subordinate to all present and future leases, and shall, by its terms, prohibit the second mortgagee from joining any tenants in any foreclosure action it may institute,
6. A default under the secondary financing will be a default under the Loan,
7. The secondary financing shall have a maturity date coterminous with or longer than the maturity date of the Loan,
8. The secondary financing shall be held by a regulated financial institution acceptable to Lender,
9. The secondary financing may be at a fixed or floating rate, but in either case shall have a constant amortization and require that all payments be on a current basis with no accruals for

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interest or additional principal or advances. Furthermore, if the secondary financing has a floating rate of interest, the Borrower must purchase an interest rate cap and the debt service coverage ratio condition set forth below shall be calculated using the maximum interest rate achievable considering such cap and amortizing such secondary financing using the lesser of the (a) the actual amortization schedule and (b) a thirty (30) year amortization schedule.

10. The secondary financing must not be given in satisfaction of or to evidence any judgments or claims against the Borrower,

11. The secondary financing shall not be cross-defaulted or cross-collateralized with any loans encumbering any security other than the Security,

12. The holder of the secondary financing shall not be in any way affiliated with the Borrower,

13. The debt service coverage ratio for the combined loan payments of the secondary financing and the Loan (including without limitation any additional funding) shall not result in a debt service coverage ratio of less than 1.25:1, calculated to the satisfaction of Lender, and the loan-to-value ratio for the combined proposed mortgage and the Lender's mortgage (including without limitation any additional funding) shall not exceed 75%, calculated to the satisfaction of Lender.

14. Such secondary financing shall provide that all insurance proceeds and condemnation awards shall be applied solely as described in the Loan Documents,

15. The entire Rental Achievement Reserve Amount has been disbursed and released to Borrower and none has been applied to the Loan,

16. The mortgagee under such secondary financing shall have agreed in writing (a) to give simultaneous copies to Lender of any notices given by such mortgagee under said secondary financing, including without limitation, notices of default, (b) to collect no income, rents, issues, profits or proceeds from the Security, whether directly or through a receiver, unless the prior written consent of Lender is obtained, and (c) to be bound by any extensions, modifications or amendments to the Loan Documents,

17. All information necessary to determine whether or not the conditions provided herein have been satisfied shall be provided to Lender at the time of the request, together with an administrative fee of \$5,000 which shall be deemed fully earned on the date of receipt and shall be retained by Lender regardless of whether or not the junior financing is obtained and whether or not consent is given,

18. The Non-Recourse Carve-Out Obligations shall be expanded to include liability for an amount equal to the sum of all payments made by Borrower to junior lienholders during any period in which a default exists under the Loan.

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19. All costs and expenses in connection with the request for approval shall be paid by the Borrower, including, without limitation, Lender's attorneys' fees.

CONDITION 62 – FEES

Condition 6(j)- Insert in the first line after "administrative fees", the words "not to exceed \$5,000".

CONDITION 63 – SPE WAIVER/TOTAL

Condition 9(c): BORROWER REQUIREMENTS is amended by deleting Condition 9(c).

CONDITION 64 – COMPLIANCE WITH ZONING

Condition 10- In the 4th line from the bottom after "certificates of occupancy" the words "or such temporary certificates of occupancy necessary to operate the security until final certificates are available".

CONDITION 65 – COMPLIANCE WITH ENVIRONMENTAL LAWS

Condition 11(b)- In the first sentence insert "reasonably" before the word "satisfactory".

Condition 11(d)(ii)(cc)- Insert at the end of the paragraph, "This indemnification shall not apply to situations where the liability is as a result of or caused by conditions that exist or occur on real estate adjoining the Real Estate Security owned by the Borrower".

CONDITION 66 – COMPLETION

Condition 12- Insert between "completed" and "to" the words "other than normal punch list items and final landscaping",

CONDITION 67 – REPRESENTATIONS AND WARRANTIES

Condition 25- In the 3rd line after "complete" insert "in all material respects".

Condition 25- In the 7th line delete the words "and have been prepared consistent with proper accounting standards";

Condition 25- Insert in the 2nd line, 2nd paragraph after "all" the word "material".



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CONDITION 68 -- TERMINATION OF THIS INSTRUMENT

Condition 29(a)(ii)- In the 2nd and 3rd lines delete "or against any tenant under any Space lease or Other Lease referred to in Condition 15(a) hereof".

Condition 29(a)(iii)- At the end of the sentence delete "or of any tenant referred to in Condition 15(a) hereof".

Condition 29(a)(iii)- Define "material adverse change in the financial condition" as an event or occurrence which causes the combined net worth of the Guarantors to decline below \$10,000,000.

CONDITION 69 -- APPLICATION, PROCESSING AND COMMITMENT FEES

Condition 30(b)(ii)- Delete "sixty (60) and insert twenty one (21).

CONDITION 70 -- LIMITATION ON LIABILITY

Condition 36(f) - In the first line after "taxes" insert "excluding taxes escrowed by John Hancock".

Condition 36(h) - Delete in its entirety.

CONDITION 71 -- ADDITIONAL FUNDING

1. Additional Funding. Borrower shall have the right to request additional loan proceeds in the minimum amount of \$1,000,000 ("Additional Funding") once between the 2nd and the end of the 5th Loan Years, provided the following conditions are satisfied:
 - a. The rental and debt service coverage requirements of Condition 16 and the loan-to-value ratio requirement of Condition 14 are satisfied as of the date of the request for and the funding of the Additional Funding, as determined by John Hancock, taking into consideration the Loan and the Additional Funding;
 - b. No default has occurred and is continuing under the Loan Documents;
 - c. There shall be no partial funding of the Additional Funding;
 - d. There shall be no subordinate financing requested for, or then in place on, the Security;
 - e. The entire Rental Achievement Reserve Amount has been disbursed and released to Borrower and none has been applied to the Loan
 - f. A request for Additional Funding shall be made in accordance with Section 2 below;
 - g. John Hancock is continuing to finance loans of the same size, property type, location, character and credit quality as the Loan and the Additional Funding, and the interest rate on the Additional Funding shall be as set forth in Section 2 below and shall be established

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as a fixed rate equal to the then interest rate being offered by John Hancock for loans of the same size, property type, location, character and credit quality;

- h. Except as set forth herein or in the Rate Lock Confirmation described below, the Additional Funding shall be on the same terms and conditions as the Loan and shall be evidenced by an amendment to the existing Loan Documents or by a second note and mortgage on the Security as determined by John Hancock. The Loan Documents shall be satisfactory to John Hancock;
- i. The Additional Funding shall be amortized over the remaining term of Loan (e.g. if drawn at the end of the 2nd year, with 28 years remaining on the Loan term, then Additional Funding will be amortized over 28 years); and
- j. The Additional Funding shall have the same loan maturity date as initial Loan maturity date.

2. Rate Lock Process.

Upon receipt of sufficient and satisfactory information from Borrower, including, but not limited to, (i) a rent roll for the Security certified by the Borrower which is no more than thirty (30) days old, (ii) current operating statements for the Security in form and for periods as John Hancock may reasonably request; (iii) financial statements from the Borrower, its Principals, Guarantors and Indemnitors, as set forth in Condition 20 of the Application, and (iv) current color photographs of the Security which are not more than thirty (30) days old showing the Security in a manner reasonably satisfactory to John Hancock ("Quote Package"), John Hancock may, in John Hancock's sole discretion, issue a Rate Lock Confirmation to Borrower in a form substantially shown on Exhibit D to the Application and the process described in Section 3(c) of the Application shall be followed. The Rate Lock Confirmation shall also set forth any Application Fee or Commitment Fee that must be paid in connection with the Additional Funding. John Hancock shall be under no obligation to issue a Rate Lock Confirmation for the Additional Funding, and any Additional Funding shall be subject to approval by John Hancock's internal committees.

3. Due Diligence Matters.

The following shall be conditions precedent to the Additional Funding:

- a. *Title, Title Evidence and Title Insurance.* Borrower shall provide an endorsement to the loan title insurance policy issued to John Hancock in connection with the initial closing of the Loan ("Title Endorsement"), reflecting the Additional Funding and satisfactory in form and content to John Hancock.
- b. *Survey.* Borrower shall provide a certificate from the Borrower and Guarantors, certifying that no exterior changes to the buildings or improvements have occurred on the Security since the date of the Survey. A recertification and update of the Survey will be required in form and substance satisfactory to John Hancock, dated within sixty (60) days of the Closing for the Additional Funding if (i) the Title Endorsement reveals any new title matters that are plottable; or (ii) there are any exterior additions, alterations or other changes to the Security.

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- c. *Borrower Requirements.* Borrower shall provide a certificate from the Borrower, certifying that Borrower and its constituent entities continue to comply with the requirements of Condition 9 of the Application. Borrower will also provide a certified copy of all organizational documents pertaining to the Borrower and, if requested by John Hancock, its constituent entities.
- d. *Compliance with Environmental Laws; Loan Documents.* Borrower shall provide a certificate from the Borrower and the Guarantors in form and substance satisfactory to John Hancock, certifying that there have been no changes to any matters contained in the Environmental Certificate, to any of the representations and warranties regarding environmental matters contained in the Loan Documents or to any other environmental matter related to the Security. In addition, John Hancock shall obtain at Borrower's expense, a report from an environmental database confirming that there have been no changes to the environmental conditions or listings at the Security or any adjacent property since the date of the last verification of the environmental database.

At John Hancock's option, Borrower shall provide an update to the environmental site assessment that Borrower delivered to John Hancock prior to the Loan Closing Date in form satisfactory to John Hancock and prepared by an engineer approved by John Hancock, confirming that any identified matters in the initial assessment have been remediated as required and that otherwise there have been no changes to the environmental conditions or listings at the Security or any adjacent property since the date of the initial assessment.

- e. *Compliance with Zoning, Building Laws, Subdivision and Other Laws, Regulations etc. and Separate Tax Parcel*

Borrower shall provide a certificate from the Borrower and Guarantors, certifying that no exterior changes to the buildings or improvements have occurred on the Security and no changes of use or access or the parking have occurred, in each case since the initial funding of the Loan. In addition, Borrower shall provide (i) an updated letter from the municipality dated no earlier than thirty (30) days before the Closing Date for the Additional Funding, evidencing that the Security and the use thereof comply with all applicable zoning, subdivision and other laws, ordinances, rules and regulations, that there are no outstanding violations pending against the Security and that there is no action or proceeding pending before any court, quasi-judicial body or administrative agency relating thereto, and (ii) if a title endorsement covering zoning matters in a form satisfactory to John Hancock is not issued in the jurisdiction, both an updated opinion of counsel in form and substance satisfactory to John Hancock and its counsel and the aforementioned letter from the municipality will be required. If not previously furnished, John Hancock shall also be furnished with evidence satisfactory to John Hancock and its counsel that the Security has a tax map designation separate and distinct from that of any other property and is a separate legally subdivided parcel.

- f. *Third Party Inspections.* Borrower shall provide a certificate from the Borrower and Guarantors, certifying that since the initial Loan no changes to the buildings or improvements have occurred on the Security and no significant repairs or replacements in any one instance have occurred which were not expressly contemplated in the Property Condition Assessment or pursuant to, and in compliance with, one of the reserve agreements established at the Closing of the Loan. Any matters disclosed by the original Property Condition Assessment which the Borrower agreed to remedy will be re-inspected by John Hancock or an engineer acceptable to John Hancock, at Borrower's

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expense. John Hancock shall also have the right to re-inspect the Security to verify the condition of the Security and to assure that no adverse changes have occurred at the Security.

If requested by John Hancock, Borrower shall provide an update to the property condition report that Borrower delivered to John Hancock in connection with the Loan ("Initial PCR") in form satisfactory to John Hancock and prepared by an engineer approved by John Hancock, confirming that any identified matters in the Initial PCR have been remedied and corrected as required and that otherwise there have been no adverse changes to the conditions at the Security since the date of the Initial PCR

g. *Lease Requirements.* Borrower, not more than fourteen (14) days prior to the Closing Date for the Additional Funding, shall provide an updated rent roll certified by Borrower identifying any changes to the rent roll submitted as part of the Quote Package.

h. *Appraisal.* An update of the Appraisal prepared by the appraiser who prepared the original Appraisal. The update must be acceptable to John Hancock.

i. *Reserve Funds.* The amounts, deposits and payments into the reserve accounts required by Section 18 and Section 49 of the Application will be evaluated and may be adjusted as part of the Rate Lock Process based upon the information obtained or revealed during the Rate Lock Process and subsequent due diligence and evaluation of John Hancock prior to the Additional Funding.

j. *Opinion of Counsel.* Borrower shall provide an update to all opinions issued in connection with the Loan satisfactory in form and substance to John Hancock dated as of the Closing of the Additional Funding from an attorney approved by John Hancock and its counsel opining to the matters set forth in Section 23 of the Application; provided, however, that any opinion issued regarding the Loan Documents shall apply to the loan documents executed in connection with the Additional Funding.

4 Closing and Other Costs

An additional sentence is added to the end of Condition 21 of the Application as follows:
"The definition of "Costs" shall be deemed to include all costs pertaining to the Additional Funding."

5. Except as modified by this Supplement, the Terms and Conditions of the Application shall apply to the Additional Funding, including, but not limited to, Condition 39 of the Application.

CONDITION 72 – BORROWER COVENANT REGARDING OTHER HOLDINGS

Borrower, Montgomery Square Partnership, a general partnership, also owns two (2) vacant pieces of land in the vicinity of the Security and identified as Exhibit X. Borrower agrees (a) not to acquire any other real estate or other assets during the term of the Loan, other than those necessary to conduct the ordinary business of the Security and (b) not to incur indebtedness on these

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properties during the term of the Loan unless ownership of the two properties is transferred to a third party not owned or controlled by the Borrowing Entity.

CONDITION 73 – OPINION OF COUNSEL

Condition 23(e)- Delete the next to last paragraph referencing "Conditions 9(c)(ix) and (x)" in its entirety.

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EXHIBIT 1

EXAMPLES OF RESERVE CALCULATIONS

AVENEL @ MONTGOMERY SQUARE

Units	256	EXAMPLE 1	EXAMPLE 2	EXAMPLE 3
INCOME				
Base Rent		\$4,638,600	\$4,638,600	\$4,638,600
Parking Income		\$0	\$0	\$0
Other Income		\$312,213	\$312,213	\$312,213
Gross Income		<u>\$4,950,813</u>	<u>\$4,950,813</u>	<u>\$4,950,813</u>
Vacancy	@ 20%	\$990,163	15% \$742,622	9.00% \$445,573
Effective Gross Income		\$3,960,650	\$4,208,191	\$4,505,240
EXPENSES				
Operating Expenses				
Real Estate Taxes		\$480,000	\$480,000	\$480,000
Property Insurance		\$82,480	\$82,480	\$82,480
Utilities		\$87,749	\$87,749	\$87,749
Repairs & Maintenance		\$182,741	\$182,741	\$182,741
Janitorial		\$0	\$0	\$0
Management Fees @ 3.75%	3.75%	\$148,524	\$157,807	\$168,946
Payroll & Benefits		\$294,781	\$294,781	\$294,781
Advertising & Marketing		\$59,713	\$59,713	\$59,713
Professional Fees		\$5,000	\$5,000	\$5,000
General & Administrative		\$45,969	\$45,969	\$45,969
Other Expenses		\$0	\$0	\$0
Total Operating Expenses		<u>\$1,386,957</u>	<u>\$1,396,240</u>	<u>\$1,407,379</u>
NET OPERATING INCOME		\$2,573,693	\$2,811,951	\$3,097,860
Value @ 7.25% Cap		<u>\$35,499,214</u>	<u>\$38,785,529</u>	<u>\$42,729,108</u>
Maximum Loan or 75.00% LTV		<u>\$26,620,000</u>	<u>\$29,090,000</u>	<u>\$32,050,000</u>
Round To		\$26,620,000	\$29,090,000	\$32,000,000
Locked Amount		\$32,000,000	\$32,000,000	\$32,000,000
RESERVE				
		<u>\$5,380,000</u>	<u>\$2,910,000</u>	<u>\$0</u>
Base Rent Required		\$3,710,880	\$3,942,810	\$4,221,126

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EXHIBIT B
DESCRIPTION OF PROPERTY

SECTION A:

LOCATION			
Property Name: Avenel at Montgomery Square			
Address: 1100 Avenel Boulevard	City: North Wales	County: Montgomery	State: Pennsylvania
Zoning: ECPOD	Streets: private	Water: public	Gas: Yes
<div align="center">LAND</div>			
Frontage: 1,220 Ft.	Depth: 0 Ft. <i>IRREGULAR</i>	Area: 799,116 Sq.ft.	Filled:
Rights of Way:			
Describe: see title report			
Easements:			
Describe: see title report - Gas, electric, sewer, water, phone, cable			
Special Assessments:			
Describe: N/A			
<div align="center">PROPERTY OVERVIEW</div>			
Net Rentable Area: 276,710 Sq.ft.	# of Buildings: 1	# of Stories: 34	# Bays:
Year Built: 2004	Year Last Renovated: 0	Current Occupancy Rate:	
Property Manager: Bozzuto Management	Fee: 3.75%		
<div align="center">CURRENT OWNER PURCHASE INFORMATION</div>			
Purchase Price:	Amount Financed:	Seller:	
Purchase Date:			
<div align="center">EXISTING FINANCING</div>			
Holder:	Original Amount:	Rate:	Date:
Wilmington Trust of Pennsylvania	\$30,732,000.00	Floating - Libor	May 15, 2003
Balance:			

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SECTION B: (To be completed in all cases)

BUILDING FRAMEWORK			
Wood: <input checked="" type="checkbox"/>	Reinforced Concrete <input type="checkbox"/>	Steel: <input checked="" type="checkbox"/>	Solid Masonry: <input type="checkbox"/>
Other: (explain): Manor Building includes some steel			
BUILDING CONSTRUCTION			
Sidewall Construction:	2*4 Stud with 1/2" plywood sheathing		
Exterior Sidewall Finish:	Brick, vinyl, hardy board		
Floor Construction:	Engineered wood truss with plywood and gypsum floor		
Roof Construction:	Engineered wood truss and sheathing system		
Roofing Material:	25 yr asphalt shingle		
Window Type & Material:	vinyltech window		
Exterior Door Type:	metal over foam core		
MECHANICAL			
Heating Type: Aquatherm	Fuel: Gas	Unit Location: each unit	
Air Conditioning Type: Carrier	Unit Location: Each unit		
# of Elevators: 1	Type: Hydraulic Schindler		
Fire Protection: Wet Sprinkler in accordance with NFPA 13			
Security System: N/A			
Sewerage System:	<input checked="" type="checkbox"/> Public <input type="checkbox"/> Private		
Water System:	<input checked="" type="checkbox"/> Public <input type="checkbox"/> Private		
SECTION C: (To be completed for Apartment Buildings Only)			
Balcony Construction: (describe framing, flooring, railings): ACQ framing and flooring with steel railings			
Exterior Stairway Construction: (describe framing, flooring, railings): Steel framing and railings with concrete treads			
Interior Partitions: 2* 4 stud wit 1/2" drywal			
Sound Proofing:			
Between Apartments: insulated wall with sound batting			
Between Floors: Channel system with gypsum floor			
Insulation Method: Exterior walls - R15 vapor barrier - Attic - R30			

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Finish Schedule	Floor	Walls	Ceiling	Trim
Living Room:	Carpet	Paint	Paint	Wood
Bedroom:	Carpet	Paint	Paint	Wood
Dining Room:	Carpet	Paint	Paint	Wood
Kitchen:	Vinyl	Paint	Paint	Wood
Baths:	Vinyl	Paint	Paint	Wood
Public Areas:	Ceramic / Wood			

KITCHEN EQUIPMENT

Range: GE - JGBP28WGH Oven: GE - JVM1441WH Refrigerator: GE - GFC325F Dishwasher: GSDY200J
 Disposal: GE- WX9X18 Hood & Fan: GE- JN327 Other:
 Counter Tops: Formica Cabinets: wood

SECTION D: (To be completed for Buildings Other than Apartments)

Divisional Partitions: (Describe)

Ceiling System: (Describe)

Interior Wall Finish:

Floor Covering:

Sprinkler System:

Electric Lighting Fixture Type:

Toilet Rooms: (Describe fixture standards, room finish, number of locations, ADA compliance)

SECTION E:**PARKING AND ON-SITE IMPROVEMENTS**

Covered Parking Spaces: 112

Location: 32 Attached, 80 detached

Construction: Concrete and stud

Open Parking Spaces: 404

Swimming Pool: Yes

Other On-Site Improvements: Landscaping, fountain, compactor pad

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SECTION F: (To be completed for all property types)**RENT ROLL**

Correspondent will attach one copy of the rent roll for the Real Estate Security. Correspondent will sign this Exhibit on the appropriate signature line below.

CORRESPONDENT CERTIFICATION

I have examined the property operating statements, rent roll, and any other supporting information given to me by the Applicant and have analyzed the Loan in accordance with such information. In addition, I have examined the leases listed on the rent roll and have satisfied myself that the space is occupied as indicated, that there are no existing concessions, free rent, or rebates unless shown on the attached rent roll, and the rents are currently collectable under such leases. I believe that all information heretofore submitted to John Hancock in connection with the Loan is complete, correct and accurately reflects the physical, leasing and financial status and history of the Real Estate Security.

Correspondent: JHREF / BLUE BELL
By: JOHN D. FERRIS, REG. U.P.
Name: John D. Ferris
Title: REG. U.P.

Application No.

EXHIBIT C
ENVIRONMENTAL QUESTIONNAIRE AND CERTIFICATE

DEFINITIONS. The following two terms have the following meanings when used in this Questionnaire.

- A. "Hazardous Materials" includes hazardous waste, as that term is defined by the Resource Conservation and Recovery Act ("RCRA"), 42 U.S.C. §6903(5); hazardous substances, as that term is defined by the Comprehensive Environmental Response, Compensation and Liability Act of 1980 ("CERCLA"), 42 U.S.C. §9601(14); pollutants or contaminants, as those terms are defined by CERCLA, 42 U.S.C. §9601(33), in each case, as those statutes may be amended from time to time, asbestos-containing materials ("ACM"), and volatile organic compounds, including oil and petroleum products.
- B. "The Real Estate Security" means the land, the buildings thereon, and the other improvements thereon which are to be the security for the Loan from John Hancock being applied for by Borrower in the attached Application ("the Loan").

1. Are any Hazardous Materials generated, stored, treated, or disposed of or expected to be generated, stored, treated, or disposed of on the Real Estate Security?

Yes ☐ No ☒

2. To the best of your knowledge, have any Hazardous Materials been disposed of or released at, on, or under the Real Estate Security, or at, on, or under land abutting the Real Estate Security, in the past, or have any such materials migrated from other land to the Real Estate Security?

Yes ☐ No ☒

3. a. Are there any underground or other storage tanks on the Real Estate Security?

Yes ☐ No ☒

- b. If the answer to 3.a is Yes, state the type and quantity of material that is being stored and the location and age of each tank; describe the leak detection system and the inventory control system which are being maintained for each tank; and describe the corrosion protection and spill/overflow protection methods which are being used for each tank. (Attach additional pages if necessary.)

- c. If the answer to 3 a. is Yes, state when each tank was last tested for tightness; state whether each tank is registered with any government entity, and attach copies of the most recent test results for each tank and all registration materials.

Application No

- d. Are there any empty or unused tanks on the Real Estate Security? (If yes, state the location of each.)

Yes ☐ No ☒

Location:

- e. To your knowledge, have any tanks been removed from the Real Estate Security?

Yes ☐ No ☒ To the best of our knowledge there were
NO UNDERGROUND TANKS.

- f. If the answer to 3.e. is Yes, state when each tank was removed; describe the location from which it was removed; and state whether during or after the removal any Hazardous Materials were found in the soil or groundwater.

4. a. Has there ever been an operating dry cleaner at the Real Estate Security?

Yes ☐ No ☒

- b. If the answer to 4 a. is Yes, state the name of the dry cleaner and the years in which it has operated.

5. a. Have any of the buildings at the Real Estate Security been tested for the presence of ACM?

Yes ☐ No ☒

- b. Do any of the buildings at the Real Estate Security contain ACM?

Yes ☐ No ☒

6. Are there any transformers or other electrical equipment on the Real Estate Security which contain PCB's?

Yes ☐ No ☒

7. (To be answered for multi-family residential properties:)

- a. Has the Real Estate Security ever been tested for the presence of radon gas?

Yes ☐ No ☒

- b. Have any of the buildings at the Real Estate Security ever been tested for the presence of lead paint?

Yes ☐ No ☒

Application No.

- c Has any of the water at the Real Estate Security ever been tested for the presence of lead?

Yes ☐ No ☒

- d If the answer to 7.a., b., or c. is yes, attach copies of test results.

8. a. What is the name of the seller from whom you bought the Real Estate Security?

- b. Describe the use of the Real Estate Security at the time you acquired it.

9. State the year in which each building at the Real Estate Security was constructed.

2004

10. a. Was the Real Estate Security transferred out of or described as part of a larger parcel within the past five years?

Yes ☐ No ☒

- b. If the answer to 10 a. is Yes, describe by boundaries the larger parcel of which the Real Estate Security was a part.

11. Has an environmental assessment report been prepared for the Real Estate Security, or any part of it, within the last ten years? (If yes, attach copies of each report.)

Yes ☒ No ☐

12. Has the Real Estate Security ever been the subject of a notice of non-compliance, abatement or clean-up order, or lawsuit, relating to Hazardous Materials?

Yes ☐ No ☒

13. If the answer to any of questions 1, 2, 5 b., 6, 7, or 12 is Yes, explain in detail the nature of these items in the area below and on additional pages if necessary.

I/We certify (a) that each of the above answers is true and complete; (b) that to the best of my/our knowledge there is no violation of federal, state, or local environmental laws on the Real Estate Security, except as described herein; and (c) that I/we will immediately notify John Hancock if at any time while the Loan is outstanding I/we learn that any of the above answers either was not true when made or is no longer true.

Application No.

I/We understand that the answers to any of the above questions may cause John Hancock to require, as a condition or conditions to Closing the Loan, (a) satisfactory responses to further inquiries by John Hancock, and/or (b) further investigation of the Real Estate Security, including, in John Hancock's sole discretion, sampling and/or monitoring of soil, groundwater, air, water, or building materials, with results satisfactory to John Hancock, in its sole discretion.

APPLICANT: MONTGOMERY SQUARE PARTNERSHIP

By: VESTMONT LIMITED PARTNERSHIP

By: VESTERRA CORPORATION

By: James R. Koller

James R. Koller

Title: President

Date: _____

GUARANTOR(S):

James R. Koller

James R. Koller

Date: _____

Frank C. Palopoi

Frank C. Palopoi

Date: _____

Joseph P. Kelly

Joseph P. Kelly

Date: _____

File

Memo

To: Jim Koller**From:** Joe Kelly**Date:** 6/11/2003**Re:** Montgomery Square Apartments – Land Development Agreement and Declaration of Covenants and Restrictions

Please note that the parcel and unit numbers recited in the Land Development Agreement and the Declaration of Covenants and Restrictions are not correct. The parcel and unit reference should be as follows:

<u>Address</u>	<u>Parcel</u>	<u>Block</u>	<u>Unit</u>	<u>Parcel #</u>
512 DeKalb Pike	46-00-00784-00-7	011	048	00784007
500 DeKalb Pike	46-00-00778-00-4	011	035	00778004
440 DeKalb Pike	46-00-00772-00-1	011	028	00772001
440A DeKalb Pike	46-00-00775-00-7	011	031	00775007
436 DeKalb Pike	46-00-00769-00-4	011	047	00769004
430 DeKalb Pike	46-00-00766-00-7	011	055	00766007
426 DeKalb Pike	46-00-00763-001	011	027	00763001
HDR	46-00-00316-21-4	011c	014	00316214
502 DeKalb Pike [Included ins HDR]	46-00-00781-001	011	051	00781001

Attached is a copy of the real estate tax bills.

PLYMOUTH ENVIRONMENTAL CO., INC. ENVIRONMENTAL CONTRACTORS

923 Haws Avenue • Norristown, PA 19401 • 610-239-9920 • FAX 610-239-9921

August 27, 2003

 FILE COPY

Mr. Don Elly
Allen A. Myers, Inc.
1805 Berks Road
P.O. Box 98
Worcester, PA 19490

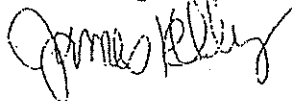
RE: Asbestos Abatement
Lead Paint Soil Remediation
Montgomery Square Partnership

Dear Mr. Elly:

Attached is the manifest for the lead paint soil remediation work at the above project.

Don, should you have any questions please feel free to call.

Best regards,



James Kelly, President

JH 01015

Asbestos Abatement • Lead Abatement • Hazardous Waste Remediation

ep-19-03 10:46A ALLAN A. MYERS
09/18/2003 13:40 6103618062

PLYMOUTH ENVIRONMENTAL

PAGE 02

PLYMOUTH ENVIRONMENTAL CO., INC. ENVIRONMENTAL CONTRACTORS

923 Haws Avenue • Norristown, PA 19401 • 610-239-9920 • FAX 610-239-9921

September 18, 2003

Mr. Don Elly
Allan A. Myers, Inc.
1805 Berks Road
P.O. Box 98
Worcester, PA 19490

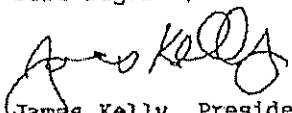
RE: Asbestos Abatement
Lead Paint Abatement
Montgomery Square Partnership
Montgomery Township

Dear Mr. Elly:

This letter will certify that Plymouth Environmental Co., Inc. properly abated all asbestos containing materials and lead in soil as noted in RT Environmental Services, Inc. survey reports. All work was performed in accordance with all prevailing federal, state and local regulations. Waste manifests and project air management report was previously supplied to you.

Don, should you have any questions please feel free to call.

Best regards,


James Kelly, President

Asbestos Abatement • Lead Abatement • Hazardous Waste Remediation

JH 01016

03/27/2003 13:53 +7338888888888888-0 00000000 PAGE 82
 Bureau of Land Recycling and Waste Management
 P.O. Box 8550
 Harrisburg, PA 17105-8550
 Form approved, OKS No. 0050-0000

OFFICIAL PENNSYLVANIA MANIFEST FORM

UNIFORM HAZARDOUS WASTE MANIFEST

1. Generator's US EPA ID No. PA DEF 0010639

2. Generator's Name and Mailing Address
 MONTGOMERY SQUARE PARTNERSHIP
 490 NORRISTOWN ROAD
 BLUE BELL PA 19422

3. Generator's Phone () 610 238-0400

4. US EPA ID Number

5. Transporter 1 Company Name
 REPUBLIC ENV SYS (TRANS GROUP) | PA D 9 8 2 6 6 1 3 8 1

6. Transporter 2 Company Name

7. US EPA ID Number

8. Designated Facility Name and Site Address
 PUBLIC ENV SYS (PA), INC.
 2869 SANDSTONE DRIVE
 HATFIELD PA 19440 | PA D 0 8 5 6 9 0 5 9 2

9. US EPA ID Number

10. State Manifest Document Number
 PAH 016776

11. State Gen. ID
 SAME

12. State Trans. ID
 PA-AH 0317

13. Transporter's Phone () 215 822-2676

14. State Trans. ID
 PA-AH

15. Transporter's Phone ()

16. State Facility's ID

17. Facility's Phone () 215 822-8995

18. US DOT Description (including Proper Shipping Name, Hazard Class, and ID Number)
 HM RQ HAZARDOUS WASTE, SOLID, N.O.S., 9, NA3077, PG III, (LEAD), (D008)

19. Containers
 No. Type 12. Total Quantity 13. Net Wt. (kg/Lb) 14. Waste No.
 1 0 M 100 1 0008

20. Additional Descriptions for Materials Listed Above
 S 1D64444

21. Handling Codes for Wastes Listed Above
 a. 501

22. Special Handling Instructions and Additional Information
 EMERGENCY PHONE

23. GENERATOR'S CERTIFICATION: I hereby declare that the contents of this consignment are fully and accurately described above by proper shipping name and are classified, packed, marked and labeled and are in all respects in proper condition for transport by highway according to applicable international and national governmental regulations. If I am a large quantity generator, I certify that I have a program in place to reduce the volume and toxicity of waste generated to the degree I have determined to be economically practicable and that I have selected the practicable method of treatment, storage, or disposal currently available to me which minimizes the present and future threat to human health and the environment. OR, if I am a small quantity generator, I have made a good faith effort to minimize my waste generation and select the best waste management method that is available to me and that I can afford.

24. Signature of Generator
 Printed/Typed Name: Tim Keller
 Signature: Tim Keller
 MONTH DAY YEAR: 07 10 03

25. Signature of Transporter
 Printed/Typed Name: Robert Passow
 Signature: Robert Passow
 MONTH DAY YEAR: 07 10 03

26. Signature of Facility
 Printed/Typed Name: [Signature]
 Signature: [Signature]
 MONTH DAY YEAR: 07 11 03

27. Discrepancy Indication Space

28. Facility Owner or Operator: Certifies that the contents of this manifest are true and correct except as noted in item 25.

29. Signature of Facility Owner or Operator
 Printed/Typed Name: [Signature]
 Signature: [Signature]
 MONTH DAY YEAR: 07 11 03

07-00-02 (Rev. 3/00) - 2 copies to be kept by generator and one by transporter
 AG5884 1/1

COPY 1 - TSD: MAIL TO PA DEF

P.02

6103618062

Sep-17-03 03:49P ALLAN A. MYERS

JH 01017

1

08/27/2003 13:53

+733800000000000000-0

00000000

PAGE 83

RECEIVED BY THE STATE OF PA
 2003 SEP 11 10:11 PM
 HONIGSMITH SQUARE PARTNERSHIP

2869 SANDSTONE DRIVE / HARTFELD, PA 19140 / 215-822-6995

TPA I.D. #PA005590592

CERTIFICATE OF WASTE DISPOSAL NO 465884

THIS IS TO CERTIFY THAT WASTE MATERIAL RECEIVED FROM:

Generator HONIGSMITH SQUARE PARTNERSHIP

E.P.A. ID PADEP0010639

Address 490 KOKRISTOWN ROAD / BLUE BELL, PA 19422

AS REFERENCED ON MANIFEST NUMBER: PAH016776

HAS BEEN ANALYZED AND ACCEPTED AS SPECIFIED UNDER THE FACILITY'S WASTE ANALYSIS PLAN.
 ALL MATERIALS REPRESENTED HEREIN SHALL BE STORED, TREATED, MANAGED AND/OR
 DISPOSED OF IN ACCORDANCE WITH ALL APPLICABLE LOCAL
 STATE AND FEDERAL REGULATIONS IN THE MANNER DESCRIBED BELOW.

Lab Code/Clin # D.O.T./E.P.A. Description
 1064444 RG HAZARDOUS WASTE, SOLID, N.O.S.
 (DD008)

Storage/Treatment/Disposal Method
 H111 H132



Mary C. Steinburn

REPUBLIC ENV SYS (PA), INC.

Representative - Title: Document Control

07/11/2003

81010 H1

Sep-17-03 03:50P ALLAN A. MYERS

6103618062

P.03

Exhibit D**Rate Lock Confirmation**

Date: August 2, 2004

TO: JOHN HANCOCK LIFE INSURANCE COMPANY

RE: JOHN HANCOCK APPLICATION NO. 6518467

Property Address: Avenel @ Montgomery Square Apartments
1100 Avenel Blvd,
Montgomeryville, PA 19454

John Hancock is willing to lock the interest rate in connection with the above-captioned Application on the terms set forth below:

- (a) the Interest Rate will be locked on August 2, 2004 at 6.18% per annum for a period of 365 days from the Rate Lock Date (as hereinafter defined), subject to receipt by John Hancock of \$320,000, the Commitment Fee, no later than five (5) days after the date of acceptance of the Application by John Hancock,
- (b) the amount of the Monthly Payment is \$195,574.96,
- (c) the Amortization Period is 360 months,
- (d) the date of the Application is amended to be August 2, 2004,
- (e) the outside date for Closing is August 1, 2005, and
- (f) the Application is hereby modified to incorporate the terms and conditions hereof, time still being of the essence. In the event of any conflict between the terms hereof and those contained in the Application, the terms of this Rate Lock Confirmation shall prevail;

provided that:

- (g) Applicant accepts and confirms said Interest Rate, subject to the above terms,
- (h) makes the representations set forth below,
- (i) telecopies this Rate Lock Confirmation back to John Hancock so that it is received no later than 4:30 PM, Boston time, on August 2, 2004 (the "Rate Lock Date"), and
- (j) time being of the essence hereof.

JOHN HANCOCK LIFE INSURANCE COMPANY

By: 

Name: Timothy J. Malik

Title: Senior Investment Officer

Date: August 2, 2004

08/02/2004 14:35 6109419872

JHREF PA

PAGE 03

The undersigned hereby:

(i) requests that John Hancock lock the Interest Rate in connection with the above-captioned Application at the rate set forth above and accepts all of the terms and conditions set forth above, and agrees that the Application remains unchanged and in full force and effect, except as modified by the terms set forth above;

(ii) acknowledges that, notwithstanding the locking of the Interest Rate, John Hancock is not obligated to make the Loan contemplated by and pursuant to the Application unless and until the Loan has been authorized by the John Hancock loan committees and John Hancock has accepted said Application by signing the Application in the place provided therein;

EXCEPT AS AMENDED BY THE APPLICATION,
 (iii) *OR* *JK* certifies that the title company designated by the undersigned in Condition 7(b) of the Application and, if applicable, approved by John Hancock ("Title Company") and the surveyor designated by the undersigned in Condition 8(c) of the Application (the "Surveyor") have received and acknowledged receipt of John Hancock's title requirements and survey requirements, respectively, and have agreed to deliver a title policy and materials and a survey, complying with said requirements, respectively, within twenty-one (21) days of receipt of notification to proceed from the undersigned; and

EXCEPT AS MODIFIED BY THE APPLICATION
JK (iv) agrees to give the Title Company notice to proceed with the title and the Surveyor notice to proceed with the survey, and to provide John Hancock with a copy of said notice, no later than the next business day after the date at the top of this Rate Lock Confirmation.

APPLICANT:

Montgomery Square Partnership

By: Vestmont Limited Partnership

By: Vesterra Corporation

By: *James R. Koller*

Name: JAMES R. KOLLER

Title: PRESIDENT

Application No.

EXHIBIT F

BORROWER REPRESENTATION

Date:

Correspondent:

Please provide the following. Attach additional sheets as needed.

1. A diagram of the Borrower/Applicant and all constituent entities
2. A list of the owners and their respective percentage interest in each entity and type of interest.
3. With respect to Partnerships, please designate the General Partner(s), the Limited Partner(s), and the Managing General Partner.
4. With respect to Limited Liability Companies, please designate the members and the managing members.

The Applicant/Borrower certifies that the information provided above is true, accurate and complete.

BORROWER: MONTGOMERY SQUARE PARTNERSHIP
BY: VESTMONT LIMITED PARTNERSHIP
By: VESTERRA CORPORATION

By:

James R. Koller

Title: President

Application No.

EXHIBIT G
BORROWER DUE DILIGENCE

Correspondent:

The Borrower, Applicant, the Guarantors, the Indemnitors, and Principal(s) of the Borrower and the Applicant, the Guarantors and the Indemnitors shall be responsible for completing or responding to Part I and Part II of this Exhibit H at the time of submission of the Application to John Hancock Life Insurance Company ("John Hancock").

The Principal(s) of the Borrower, the Applicant, the Guarantor(s) and the Indemnitor(s) are determined as follows:

- Any entity and/or individual who possesses management or operational control of the Borrower, the Applicant, the Guarantor(s) or the Indemnitor(s),
- Any person or entity possessing at least 25% of the ownership interest in the Borrower, the Applicant, the Guarantor(s) or the Indemnitor(s),
- In addition, for a general or limited partnership, the Principal(s) will be all general partners and the majority shareholder(s) of any corporate general partner,
- In addition, for a corporation, the Principal(s) will be the majority shareholder(s) of the Borrower,
- In addition, for a limited liability company, the Principal(s) will be the members and the general partners of any partnership member and the majority shareholder(s) of any corporate member.

PART I

Provide John Hancock with the following information for each of the Borrower, the Applicant, the Guarantor(s), the Indemnitor(s), and each of their Principal(s):

- 1) Financial statements (certified by a certified public accountant, if available) for the last year with a statement not more than 90 days old that there have been no material adverse changes since the date of the most recent statement. Such statements must include liquid assets (cash, stocks, bonds, marketable securities), non-liquid assets (real estate owned, businesses owned, ownership interests in other enterprises), cash flow (interest income, dividend income, wages, other income), liabilities and obligations (any refinancings during the term of the proposed mortgage, any partnership contributions or loans not yet made, any law suits, any personal guarantees or other contingent liabilities, current and potential tax obligations, any circumstances which may affect the individual or entity.)
- 2) For a corporate Borrower, Applicant, Guarantor(s), Indemnitor(s), corporate Principal(s) thereof, and major tenants or a REIT:
 - a) Annual report for the last two years along with the most recent quarterly report (ex., 10K or 10Q for publicly traded companies and complete certified financial statements for the last two years for privately held companies).
 - b) If not in the annual report, a detailed description of the business of the corporation,
- 3) Provide a social security number or tax identification number for each of the Borrower, the Applicant, the Guarantor(s), the Indemnitor(s), and each of their Principals.
- 4) Provide the country of domicile of each of the Borrower, the Applicant, the Guarantor(s), the Indemnitor(s), and each of their Principals and the home address of each Principal and the Guarantor(s) and the Indemnitor(s). USA
- 5) List other real estate assets in which the Borrower, the Applicant, the Guarantor(s), the Indemnitor(s), and each of their Principal(s) have an interest, including:

Application No.

- a) Property type, location, size and occupancy.
 - b) Estimated market value, cash flow information, including effective gross income, expenses and net operating income.
 - c) Mortgage loan obligations, including each balance, rate (indicate whether fixed or floating), annual debt service, lender and whether recourse or non-recourse.
 - d) Any defaults, historically or currently.
 - e) Any modifications or restructurings, historically or currently.
 - f) Percentage of ownership interest.
- 6) Describe the property management experience of the Borrower, the Applicant and their Principal(s), including property type, locations, sizes and conditions and ownership interest in any management companies. (If managed by other than the Borrower, the Applicant and each of their Principal(s), a description of the firm, including the year organized, type and variety of properties it manages, estimated number of units/square feet they manage).
 - 7) For the subject property, provide a statement of the acquisition or construction budget, including land acquisition cost, and a detailed list of subsequent capital expenditures, including when made. Include copies of internally or externally prepared audits indicating the capital improvements which should be made, if any, and a statement as to the capital improvements which are planned and their anticipated costs.
 - 8) Describe fully any financing which is secured by the Borrower's or the Applicant's interest in the entity which owns the subject real estate. (For example, debt which has as its collateral a limited partner's partnership interest or a corporate member's shares in the corporation.)

TO BE COMPLETED BY EACH PRINCIPAL OF THE APPLICANT, BORROWER, GUARANTOR(S) AND INDEMNITOR(S)

PART II

The Borrower, the Applicant, the Guarantor(s), the Indemnitor(s), and each of their Principal(s) must each complete the questionnaire which appears below and, for that reason, several copies are attached. By their signature each of them hereby represents and warrants that the responses to the following questions are accurate and complete with regard to each of them and the undersigned acknowledges John Hancock's reliance thereon. The Borrower, the Applicant, the Guarantor(s), the Indemnitor(s), and each of their Principal(s), agree to provide John Hancock with prompt written notice of any change in financial condition. Otherwise, John Hancock will be entitled to rely on the continuing accuracy of the information provided.

If a response to a question is "yes," provide a written explanation supplementing the answer.

YES NO

- | | | |
|-------------------------------------|--------------------------|---|
| <input checked="" type="checkbox"/> | <input type="checkbox"/> | 1.) Does the Borrower, the Applicant, the Guarantor(s), the Indemnitor(s), or any of their Principal(s) have any contingent liabilities (ex., endorser or co-maker on notes or guarantees, current or potential tax liabilities)? <i>SEE FINANCIAL STATEMENTS</i> |
| <input checked="" type="checkbox"/> | <input type="checkbox"/> | 2.) Are any of the current assets of the Borrower, the Applicant, the Guarantor(s), the Indemnitor(s), or any of their Principal(s) pledged as collateral (ex., cash, marketable securities, certificates of deposit)? <i>SEE FINANCIAL STATEMENTS</i> |

Application No.

- ☐ ☒ 3.) Has the Borrower, the Applicant, the Guarantor(s), the Indemnitor(s), or any of their Principal(s) or any entity in which they hold or have held an ownership interest, been involved in any lawsuits which might result in financial judgments against them?
not covered by insurance
- ☐ ☒ 4.) Does the Borrower, the Applicant, the Guarantor(s), the Indemnitor(s), or any of their Principal(s), or any entity in which they hold or have held an ownership interest, have any unsatisfied judgments against them?
- ☐ ☒ 5.) Has the Borrower, the Applicant, the Guarantor(s), the Indemnitor(s), or any of their Principal(s), or any entity in which they hold or have held an ownership interest, been or are they in bankruptcy/insolvency/reorganization (whether voluntary or involuntary)?
- ☐ ☒ 6.) Has the Borrower, the Applicant, the Guarantor(s), the Indemnitor(s), or any of their Principal(s), or any entity in which they hold or have held an ownership interest, been foreclosed on or given deeds in lieu of foreclosure?
- ☐ ☒ 7.) Has the Borrower, the Applicant, the Guarantor(s), the Indemnitor(s), or any of their Principal(s), or any entity in which they hold or have held an ownership interest, been in default or been given relief (workout or restructuring by the lender under the terms of any mortgage loan, deed of trust or other financing agreement)?
- ☐ ☒ 8.) Has the Borrower, the Applicant, the Guarantor(s), the Indemnitor(s), or any of their Principal(s), or any entity in which they hold or have held an ownership interest, been or convicted of a felony or been the subject of a complaint or indictment charging a felony?
- ☐ ☒ 9.) Has the Borrower, the Applicant, the Guarantor(s), the Indemnitor(s), or any of their Principal(s), or any entity in which they hold or have held an ownership interest, ever borrowed funds from John Hancock or any affiliate of John Hancock? What is the status of those borrowings, regardless of whether outstanding or paid off?
- ☐ ☒ 10.) Do the Borrower, the Applicant, the Guarantor(s), the Indemnitor(s), or any of their Principal(s), or any entity in which they hold or have held an ownership interest, hold an ownership interest in any of the tenants at the Real Estate Security?

Provide a list of banking and financial relationships of the Borrower, the Applicant, the Guarantor(s), the Indemnitor(s), and each of their Principals and provide at least three specific lender references for the Borrower, the Applicant, the Guarantor(s), the Indemnitor(s), and each of their Principals (individual contacts' names, addresses and telephone numbers) below. Include contact name and telephone number for the lender(s) holding the current mortgage(s) on the Real Estate Security.

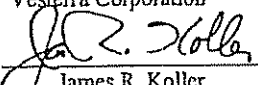
Greg Hartin
Wilmington Trust of Pennsylvania
116 East Court Street
Doylesstown, PA 18901
(267) 880-7002

Glenn Gallagher
WACHOVIA BANK
PA 1245
123 South Broad Street, 15th Floor
Philadelphia, PA 19109
215-670-6522

The undersigned certifies that all of the information provided is accurate and complete.

Application No.

Signature of Borrower
Montgomery Square Partnership
By: Vestmont Limited Partnership
By: Vesterra Corporation

By: 
James R. Koller
Its: President

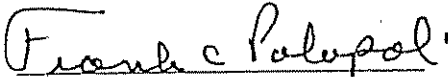
23-2865711

Taxpayer Identification No..

Signature of Guarantor
Name: James R. Koller
900 Andorra Road
Lafayette Hill, PA 19444

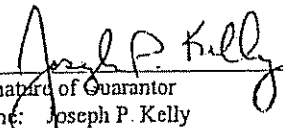
195-42-6257

Social Security No.


Signature of Guarantor
Name: Frank C. Palopoli
1017 Loric Drive
Gwynedd, PA 19437

294-40-0661

Social Security No.


Signature of Guarantor
Name: Joseph P. Kelly
851 Wright Drive
Maple Glen, PA 19002

198-52-0277

Social Security No.

Montgomery Square Apartments

Loan Budget

	Project		
	<u>Costs</u>	<u>Equity</u>	<u>Budget</u>
Land	\$7,680,000	\$4,823,801	\$2,856,199
Site Work	\$3,284,000		\$3,284,000
Building Costs	\$17,844,124		\$17,844,124
Sewer	\$1,543,500		\$1,543,500
Water	\$234,640		\$234,640
Building Permits & Township Fees	\$278,104		\$278,104
Design & Engineering	\$530,000		\$530,000
Construction Loan	\$263,660		\$263,660
Permanent Loan	\$300,490		\$300,490
Taxes and Insurance	\$260,000		\$260,000
Miscellaneous Contingency	\$1,279,243		\$1,279,243
Marketing	\$481,600		\$481,600
Developer's Fee	\$550,000		\$550,000
Debt Funded Operating Costs	\$100,000		\$100,000
Interest	\$926,440		\$926,440
	<u>\$35,555,801</u>	<u>\$4,823,801</u>	<u>\$30,732,000</u>

REPRESENTATIVE PROJECTS

- *East Gate Square*: 850,000 square foot shopping center located at the ramp from Interstate 295 and Nixon Drive, Mt. Laurel and Moorestown Townships, New Jersey. Anchored by Home Depot, Shop Rite Supermarket, Barnes & Noble Bookstore, Best Buy, Dick's Sporting Goods, Old Navy, CompUSA, Michael's Arts & Crafts and many other national retailers.
- *Montgomery Square*: 400,000 square foot shopping center located at Route 309 and Knapp Road, Montgomeryville, PA, and 256-unit apartment project currently under construction.
- *Normandy Farm*: 75 acres located at Route 202 and Morris Road, Whitpain Township, PA. Created new zoning district to facilitate the development of 76 single-family homes selling in the \$700,000 range and the preservation of the largest barn in Montgomery County, an historic mansion and several other historic homes, which will be used for offices and a conference and banquet center.
- *Fawn Creek*: 109 acres located in a bucolic setting with a stream flowing through it on Hollow Road, Worcester Township, Montgomery County, PA. Developed for large lot (1.5 to 4 acres) single-family homes whose prices range from \$800,000 to \$1,700,000.
- *Mercer Square*: 91,400 square foot shopping center located at Route 611 and Old Dublin Pike, Doylestown, Pennsylvania, anchored by 44,000 square foot Genuardi Supermarket.
- *New Britain Village Square*: 140,000 square foot shopping center located at the intersection of Route 202 and County Line Road, Chalfont, Pennsylvania, anchored by Genuardi Supermarket, CVS Drugstore, McDonalds and First Union Bank.
- *Towamencin Shopping Village*: 140,000 square foot shopping center located at Forty Foot Road and Allentown Road, Towamencin Township, Pennsylvania, anchored by Genuardi Supermarket, Thrift Drug, Blockbuster and Wendy's.
- *Warwick Square*: 92,000 square foot shopping center located on Old York Road, Warwick Township, PA, anchored by Genuardi Supermarket, Blockbuster and McDonald's.
- *Dresher Plaza*: 96,500 square foot shopping center located at Limekiln Pike and Dreshertown Road, Dresher, Pennsylvania.

EXHIBIT W

RE: Request for approval to fund the Loan with 75% LTV - 1.25% DSCR:

Page 1 of 2

From: Ferrie, John [jferrie@jhancock.com]
Sent: Thursday, August 12, 2004 9:06 AM
To: Malik, Timothy J.
Subject: RE: Request for approval to fund the Loan with 75% LTV - 1.25% DSCR:

Rob Kelly is the mortgage broker and the brother of principal Joe Kelly 610-341-0250 x 24. He works for Don Pettit (610-341-0250 x 12) of Carey, Kramer, Pettit, Panichelli & Associates. They are former Manu Life correspondents and supposedly Ivor thinks very highly of Don Pettit.

-----Original Message-----

From: Malik, Timothy J.
Sent: Thursday, August 12, 2004 8:56 AM
To: Ferrie, John
Subject: FW: Request for approval to fund the Loan with 75% LTV - 1.25% DSCR:

Revised

Who is the broker you are working with at Carey Kramer and his phone number

Ivor may want to call him

Timothy J. Malik, CPM(c), CCIM
Senior Investment Officer
John Hancock Real Estate Investment Group
200 Clarendon Street, 56th Floor
Boston, MA 02116-5021
(617) 572-3891
CELL (617) 791-6840
FAX (617) 572-9699
Email: tmalik@jhancock.com
Website: www.jhancockrealestate.com

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-----Original Message-----

From: Malik, Timothy J.
Sent: Thursday, August 12, 2004 8:52 AM
To: Thomas, Ivor
Cc: David Henderson (Henderson, David); Coyne, Patricia C
Subject: Request for approval to fund the Loan with 75% LTV - 1.25% DSCR:

Subject Loan: John Hancock Mortgage #6518467
Avenel @ Montgomery Square Apartments
Montgomeryville, PA

JH 00127

RE: Request for approval to fund the Loan with 75% LTV - 1.25% DSCR:

Page 2 of 2

Borrower: Montgomery Square Partnership
Original Approval Date: August 10, 2004
Original Loan Amount: \$32,000,000
Spread at Approval: 186 over average life
Current PBO: not funded (one-year forward commitment)
Rate: Locked on August 2, 2004 at 6.18%
Term/Amortization: 10/30 years
Maturity: August 2015
Rating: BAA1/BBB/Satisfactory
Specific Provisions: \$0

Status: Not Funded

Remarks: The Approval requires a 1.00:1 coverage based on a 10% constant at funding. Funding is contemplated in the Loan Application to be based on a 75% LTV and 1.25:1 DSCR, which will provide 10% Constant Coverage of 0.96:1 and actual debt service coverage of 1.30:1. An increase of only 3% in the property's occupancy (8 additional apartment rentals) will alleviate this shortfall and will provide the 10% Constant Coverage of 1.00:1. At the underwritten market occupancy of 95%, based on net cash flow, the property will provide 10% Constant Coverage of 1.02:1 and actual debt service coverage of 1.37:1. Actual market occupancy is 99% in this submarket of 5,880 apartment units.

Our review of the rental-market demand factors indicates that the 10% Constant Coverage shortfall should be relatively brief. We fully expect that, since the location of the subject is excellent with few nearby properties that effectively compete with it, the 10% Constant Coverage of 1.00:1 will occur within less than two (2) months from funding and certainly not more than six (6) months from funding.

In addition, treasuries have dropped 15 bps since rate lock, making the interest rate higher for the John Hancock Loan than for a loan the Borrower could garner today from a competing lender. GMAC has also offered the Borrower a loan of \$33 million, \$1 million higher than the John Hancock Loan.

Approval of this request to allow full funding at 75% LTV and a 1.25:1 DSCR is recommended.

Approved:

Ivor Thomas
Senior VP

David Henderson
Senior Investment Officer

Patricia Coyne
Investment Officer

JH 00128

EXHIBIT X

JOHN HANCOCK LIFE INSURANCE COMPANY V. VESTERRA CORP., ET AL.
(Civil Action No. 05-11614-WGY)
Privilege Log of John Hancock Life Insurance Company

Control Number	Date	Document Type	Author	Recipient	Subject	Privilege
PRIV0001	5/9/2005	Email	Thomas Rogers, Esq., White & Williams LLP	To: Jessica Leveroni, Esq., in-house counsel, John Hancock Life Insurance Company	Vesterra Loan	AC
PRIV0001-0002	5/9/2005	Email	Jessica Leveroni, Esq.,	To: Thomas Rogers, Esq.	Title/survey for Avenel property	AC
PRIV0002	5/4/2005	Email	Jessica Leveroni, Esq.,	To: Timothy J. Malik, Robin L. Costa and Thomas Rogers, Esq.	Attorney contact information	AC
PRIV0003	5/16/2005	Email	Thomas Rogers, Esq.	To: Jessica Leveroni, Esq. cc: Helene McCole, Robin Costa and Timothy Malik	Discussion with Vesterra	AC
PRIV0004	5/31/2005	Email	Thomas Rogers, Esq.	To: Helene McCole cc: Jessica Leveroni, Esq., Timothy Malik and Robin Costa	Call to Vesterra	AC
PRIV0005	6/14/2005	Email	Thomas Rogers, Esq.	To: Timothy Malik, Jessica Leveroni, Esq. and John Ferrie	Discussion with Vesterra	AC
PRIV0006	7/15/2005	Email	Thomas Rogers, Esq.	To: Timothy Malik, Jessica Leveroni, Esq. and John Ferrie	Discussion with Vesterra	AC
PRIV0008	7/23/2004	Memorandum	Robin Costa	To: Michael Epstein, Esq., in-house counsel, John Hancock Life Insurance Company	Vesterra due diligence	AC
PRIV0009	7/28/2004	Email	Timothy Malik	To: John Ferrie cc: Nathaniel Margolis, Esq., in-house counsel, John Hancock Life Insurance Company	Vesterra Loan	AC

Privilege Log of John Hancock Life Insurance Company - Civil Action 05-11614-WGY
AC = Attorney-Client Communication, WP = Attorney Work Product

Control Number	Date	Document Type	Author	Recipient	Subject	Privilege
PRIV0010-0028	7/29/2004	Email w/attachment	Timothy Malik	To: John Ferrie cc: Nathaniel Margolis, Esq.	Draft Supplement to Vesterra Loan Application with attorney comments	AC
PRIV0029	7/29/2004	Email	Timothy Malik	To: John Ferrie	Discussion regarding attorney comments	AC
PRIV0030	8/2/2004	Email	Timothy Malik	To: John Ferrie	Forwarding draft Letter of Credit and attorney comments	AC
PRIV0030-0033	8/2/2004	Email w/attachment	Nathaniel Margolis, Esq.	To: Timothy Malik	Draft Letter of Credit	AC
PRIV0034	8/3/2004	Email w/attachment	Timothy Malik	To: John Ferrie	Forwarding attorney comments	AC
PRIV0034-0038	7/28/2004	Email w/attachment	Nathaniel Margolis, Esq.	To: Timothy Malik	Loan Agreement provisions	AC
PRIV0039-0040	8/4/2004	Letter	Nathaniel Margolis, Esq.	To: Robert M. Schwartz, White & Williams LLP cc: Robin Costa, John Ferrie, and Timothy Malik	Vesterra Loan	AC
PRIV0041	8/5/2004	Email	Robert Schwartz, Esq.	To: Timothy Malik	Vesterra construction loan	AC
PRIV0041	8/5/2004	Email	Timothy Malik	To: David B. Henderson cc: Nathaniel Margolis, Esq., John Ferrie and Patricia C. Coyne	Forwarding attorney comments regarding Vesterra construction loan	AC
PRIV0042-0045	8/11/2004	Email w/attachment	Timothy Malik	To: Nathaniel Margolis, Esq. cc: John Ferrie	Draft Amendment to Vesterra Loan Application	AC
PRIV0046-0051	8/11/2004	Email w/attachment	Timothy Malik	To: John Ferrie	Forwarding draft Amendment to Vesterra Loan Application with attorney comments	AC
PRIV0052-0053	8/19/2004	Letter	Nathaniel Margolis, Esq.	To: Robert Schwartz, Esq. cc: Robin Costa and John Ferrie	Vesterra Loan Commitment	AC

Control Number	Date	Document Type	Author	Recipient	Subject	Privilege
PRIV0054-0055		Duplicate of PRIV0001-0002				AC
PRIV0056	5/9/2005	Email	Jessica Leveroni, Esq.	To: Thomas Rogers, Esq. cc: Martha Lecaroz	Title/survey for Avenel property	AC
PRIV0056-0058		Duplicate of PRIV0001-0002				AC
PRIV0059	5/16/2005	Email	Jessica Leveroni, Esq.	To: Thomas Rogers, Esq. cc: Helene McCole, Robin Costa, and Timothy Malik	Vesterra Loan	AC
PRIV0059-0060	5/16/2005	Email	Thomas Rogers, Esq.	To: Jessica Leveroni, Esq. cc: Helene McCole, Robin Costa and Timothy Malik	Discussion with Vesterra	AC
PRIV0061	5/16/2005	Email	Timothy Malik	To: John Ferrie	Forwarding attorney comments regarding discussion with Vesterra	AC
PRIV0061-0062	5/16/2005	Email	Thomas Rogers, Esq.	To: Jessica Leveroni, Esq. cc: Helene McCole, Robin Costa and Timothy Malik	Discussion with Vesterra	AC
PRIV0063	5/31/2005	Email	Timothy Malik	To: John Ferrie	Forwarding attorney comments regarding discussion with Vesterra	AC
PRIV0063	5/31/2005	Email	John Ferrie	To: Thomas Rogers, Esq. cc: Timothy Malik, Helene McCole, and Brian Depolis	Meeting with Vesterra	AC
PRIV0063-0064	5/31/2005	Email	Thomas Rogers, Esq.	To: Helene McCole cc: Jessica Leveroni, Esq., Timothy Malik and Robin Costa	Call to Vesterra	AC
PRIV0065-0067	5/31/2005	Email	Thomas Rogers, Esq.	To: Jessica Leveroni, Esq.	Meeting with Vesterra	AC/WP

Control Number	Date	Document Type	Author	Recipient	Subject	Privilege
PRIV0068	5/31/2005	Email	Timothy Malik	To: John Ferrie cc: Timothy Roseen	Determination of estimated losses prepared for potential legal claim	AC/WP
PRIV0068	5/31/05	Email	John Ferrie	To: Thomas Rogers, Esq. cc: Timothy Malik, Helene McCole and Brian Depolis	Meeting with Vesterra	AC/WP
PRIV0069	5/31/05	Email	Timothy Malik	To: John Ferrie	Forwarding attorney comments regarding call to Vesterra	AC/WP
PRIV0069-0070	5/31/05	Email	Thomas Rogers	To: Helene McCole cc: Jessica Leveroni, Esq., Timothy Malik, and Robin Costa	Call to Vesterra	AC/WP
PRIV0071-0072	5/31/2005	Email	Thomas Rogers, Esq.	To: Jessica Leveroni, Esq.	Meeting with Vesterra	AC/WP
PRIV0073	5/31/2005	Email	Timothy Malik	To: John Ferrie	Determination of estimated losses prepared for potential legal claim	AC/WP
PRIV0075	6/1/2005	Email	John Ferrie	To: Timothy Malik	Determination of estimated losses prepared for potential legal claim	AC/WP
PRIV0075		DUPLICATE of PRIV0073				
PRIV0075-0077	6/1/2005	Email	John Ferrie	To: Timothy Malik	Determination of estimated losses prepared for potential legal claim	AC/WP
PRIV0078	6/1/2005	Email	Timothy Malik	To: Jessica Leveroni, Esq. and John Ferrie	Vesterra deposits/Letters of Credit	AC/WP
PRIV0078	6/1/2005	Email	Robin Costa	To: Timothy Malik	Vesterra Letters of Credit	AC/WP
PRIV0079	5/31/2005	Email	Timothy Malik	To: Robin Costa	Vesterra Letters of Credit	AC/WP
PRIV0079-0080	5/31/2005	Email	Robin Costa	To: Timothy Malik	Vesterra deposits	AC/WP
PRIV0080	5/31/2005	Email	Timothy Malik	To: Robin Costa	Vesterra deposits	AC/WP

Control Number	Date	Document Type	Author	Recipient	Subject	Privilege
PRIV0081	6/1/2005	Email	Timothy Malik	To: John Ferrie cc: Jessica Leveroni, Esq.	Determination of estimated losses prepared for potential legal claim	AC/WP
PRIV0083	6/1/2005	Email	Jessica Leveroni, Esq.	To: Thomas Rogers, Esq. cc: Timothy Malik	Determination of estimated losses prepared for potential legal claim	AC/WP
PRIV0083-0084		DUPLICATE of PRIV0081				
PRIV0085	6/6/2005	Email	Timothy Malik	To: Jessica Leveroni, Esq. cc: Thomas Rogers, Esq.	Determination of estimated losses prepared for potential legal claim	AC/WP
PRIV0087	6/7/2005	Email	Timothy Malik	To: Ken Cuffee	Determination of estimated losses prepared for potential legal claim	AC/WP
PRIV0087-0090	6/7/2005	Email w/attachment	Ken Cuffee	To: Timothy Malik	Determination of estimated losses prepared for potential legal claim	AC/WP
PRIV0091	6/8/2005	Email	John Ferrie	To: Timothy Malik cc: Thomas Rogers, Esq. and Jessica Leveroni, Esq.	Determination of estimated losses prepared for potential legal claim	AC/WP
PRIV0093	6/8/2005	Email	Timothy Malik	To: John Ferrie	Determination of estimated losses prepared for potential legal claim	AC/WP
PRIV0093		DUPLICATE of PRIV0091				
PRIV0095-0096	6/8/2005	Email	Timothy Malik	To: William G. McPadden and Timothy Roseen cc: Nathaniel Margolis, Esq., Jessica Leveroni, Esq. and Michael Epstein, Esq.	Vesterra Loan Commitment	AC/WP
PRIV0096-0097		DUPLICATE of PRIV0087-0088				

Control Number	Date	Document Type	Author	Recipient	Subject	Privilege
PRIV0098-0101	6/8/2005	Email w/attachment	Thomas Rogers, Esq.	To: John Ferrie, Jessica Leveroni, Esq., and Timothy Malik	Draft letter to Vesterra	AC/WP
PRIV0102-0103	6/8/2005	Email	Timothy Malik	To: Thomas Rogers, Esq., John Ferrie, Jessica Leveroni, Esq., and Timothy Malik	Draft letter to Vesterra	AC/WP
PRIV0104	6/8/2005	Email	John Ferrie	To: Thomas Rogers, Esq.	Draft letter to Vesterra	AC/WP
PRIV0105	7/9/2005	Email	Timothy Malik	To: John Ferrie cc: Jessica Leveroni, Esq. and Thomas Rogers, Esq.	Determination of estimated losses prepared for potential legal claim	AC/WP
PRIV0107-0108	06/04; 06/05	(Draft) Letter	Thomas Rogers, Esq.		Vesterra Loan Commitment	AC/WP
PRIV0109-0110	6/9/04; 6/9/05	(Draft) Letter	Thomas Rogers, Esq.		Vesterra Loan Commitment	AC/WP
PRIV0111-0112		DUPLICATE of PRIV0109-0110				
PRIV0113-0115	7/04; 7/05	(Draft) Letter	Thomas Rogers, Esq.		Vesterra Loan Commitment	AC/WP
PRIV0116-0117	6/9/04; 6/9/05	(Draft) Letter	Thomas Rogers, Esq.		Vesterra Loan Commitment	AC/WP
PRIV0118-0120	6/9/2005	Email w/attachment	Thomas Rogers, Esq.	To: John Ferrie, Jessica Leveroni, Esq., and Timothy Malik	Letter to Vesterra	AC/WP
PRIV0121	6/14/2005	Email	Thomas Rogers, Esq.	To: Timothy Malik, Jessica Leveroni, Esq. and John Ferrie	Discussion with Vesterra	AC/WP
PRIV0121	6/15/2005	Email	John Ferrie	To: Helene McCole	Forwarding attorney comments regarding discussion with Vesterra	AC/WP
PRIV0122-0123	6/21/2005	Email w/attachment	Timothy Malik	To: Jessica Leveroni, Esq., and Thomas Rogers, Esq.,	Determination of estimated losses prepared for potential legal claim	AC/WP

Control Number	Date	Document Type	Author	Recipient	Subject	Privilege
PRIV0124	6/21/2005	Email	Jessica Leveroni, Esq.	To: Timothy Malik cc: Thomas Rogers, Esq.	Determination of estimated losses prepared for potential legal claim	AC/WP
PRIV0124-0125		DUPLICATE of PRIV0122				
PRIV0126	6/21/2005	Email	Thomas Rogers, Esq.	To: Jessica Leveroni, Esq.	Email attachment	AC/WP
PRIV0127		DUPLICATE of PRIV0122				
PRIV0128-0130	6/21/2005	Email w/attachment	Jessica Leveroni, Esq.	To: Thomas Rogers, Esq. cc: Timothy Malik	Determination of estimated losses prepared for potential legal claim	AC/WP
PRIV0131, PRIV0132-0135	6/23/2005	Fax Cover Letter (multiple copies)	Thomas Rogers, Esq.	To: Jessica Leveroni, Esq., Timothy Malik, and John Ferrie	Letter from Vesterra	AC/WP
PRIV0136-0148	6/28/2005	Email w/attachments	Jessica Leveroni, Esq.	To: Thomas Rogers, Esq. cc: Jessica Leveroni, Esq.	Research and analysis re potential legal claim	AC/WP
PRIV0149	6/29/2005	Email	Brian Depolis	To: Jessica Leveroni, Esq. cc: Timothy Malik, John Ferrie, Helene McCole, and Thomas Rogers, Esq.	Vesterra Loan Commitment	AC/WP
PRIV0150	6/29/2005	Email	Helene McCole	To: Robin Costa	Forwarding email to attorney regarding Vesterra Loan Commitment	AC/WP
PRIV0151	6/30/2005	Email	Timothy Malik	To: Jessica Leveroni, Esq., Brian Depolis, and Thomas Rogers, Esq. cc: John Ferrie and Helene McCole	Vesterra Loan Commitment	AC/WP
PRIV0151	6/30/05	Email	Jessica Leveroni, Esq.	Timothy Malik	Vesterra Loan Commitment	AC/WP
PRIV0151-0152		DUPLICATE of PRIV0149				

Control Number	Date	Document Type	Author	Recipient	Subject	Privilege
PRIV0153-0154		DUPLICATE of PRIV0151-0152				
PRIV0155-0163	7/5/2005	Memorandum	Gordon P. Katz, Esq., and Robert J. Burns, Esq., Holland & Knight LLP	To: Michael Epstein, Esq., and Jessica Leveroni, Esq.	Research and analysis re potential legal claim	AC/WP
PRIV0164-0167	7/6/2005	Email w/attachment	Thomas Rogers, Esq.	To: Timothy Malik, Jessica Leveroni, Esq., and John Ferrie	Draft letter to Vesterra	AC/WP
PRIV0168	7/6/2005	Email	John Ferrie	To: Thomas Rogers, Esq.	Draft letter to Vesterra	AC/WP
PRIV0169-0172	7/7/2005	Email w/attachment	Timothy Malik	To: Jessica Leveroni, Esq., and Thomas Rogers, Esq.	Draft letter to Vesterra	AC/WP
PRIV0173-0176	7/7/2005	Email w/attachment	Thomas Rogers, Esq.	To: Timothy Malik, Jessica Leveroni, Esq., and John Ferrie	Draft letter to Vesterra	AC/WP
PRIV0177	7/7/2005	Email	John Ferrie	To: Thomas Rogers, Esq.	Draft letter to Vesterra	AC/WP
PRIV0178	7/7/2005	Email	Timothy Malik	To: Thomas Rogers, Esq.	Draft letter to Vesterra	AC/WP
PRIV0178-0179		DUPLICATE of PRIV0173				
PRIV0180	7/7/2005	Email	Thomas Rogers, Esq.	To: Timothy Malik	Draft letter to Vesterra	AC/WP
PRIV0181		DUPLICATE of PRIV0173				
PRIV0182-0186	7/7/2005	Email w/attachment	Jessica Leveroni, Esq.	To: Thomas Rogers, Esq. and Timothy Malik	Draft letter to Vesterra	AC/WP
PRIV0187-0188	7/8/2004; 7/8/2005	(Draft) Letter	Thomas Rogers, Esq.		Vesterra Loan Commitment	AC/WP
PRIV0189-0191	7/04; 7/05	(Draft) Letter	Thomas Rogers, Esq.		Vesterra Loan Commitment	AC/WP
PRIV0192	7/15/2005	Email	Thomas Rogers, Esq.	To: Timothy Malik, Jessica Leveroni, Esq., and John Ferrie	Discussion with Vesterra	AC/WP
PRIV0193	7/19/2005	Fax Cover Letter	Helene McCole	To: Jessica Leveroni, Esq.	Vesterra Letters of Credit	AC/WP

Control Number	Date	Document Type	Author	Recipient	Subject	Privilege
PRIV0194	7/19/2005	Email	Timothy Malik	To: William McPadden and Timothy Roseen	Potential legal claim	AC/WP
PRIV0195	7/19/2005	Email	William McPadden	To: Timothy Malik, William McPadden, and Timothy Roseen	Potential legal claim	AC/WP
PRIV0195	7/19/2005	Email	Timothy Roseen	To: William McPadden and Timothy Malik	Potential legal claim	AC/WP
PRIV0195-0196		DUPLICATE of PRIV0194				
PRIV0197	7/19/2005	Email	Helene McCole	To: Robin Costa cc: Thomas Rogers, Esq.	Vesterra Letters of Credit/ Potential legal claim	AC/WP
PRIV0197	7/19/2005	Email	Robin Costa	To: Helene McCole	Vesterra Letters of Credit	AC/WP
PRIV0198-0199	7/19/2005	Email	Thomas Rogers, Esq.	To: Jessica Leveroni, Esq.	Vesterra Letters of Credit	AC/WP
PRIV0200	7/20/2005	Email	Robin Costa	To: Helene McCole	Vesterra Letters of Credit/ Potential legal claim	AC/WP
PRIV0200-0201		DUPLICATE of PRIV0197				
PRIV0202	7/21/2005	Email	Morgan Salmon	To: Timothy Malik	Determination of estimated losses prepared for potential legal claim	AC/WP
PRIV0203	7/22/2005	Email	Helene McCole	To: Thomas Rogers, Esq. cc: Jessica Leveroni, Esq., Robin Costa, Timothy Malik, and Brian Depolis	Vesterra Letters of Credit	AC/WP
PRIV0204	7/22/2005	Email	Thomas Rogers, Esq.	To: Helene McCole cc: Jessica Leveroni, Esq., Robin Costa, Timothy Malik and Brian Depolis	Vesterra Letters of Credit/ Potential legal claim	AC/WP
PRIV0204-0205		DUPLICATE of PRIV0203				

Control Number	Date	Document Type	Author	Recipient	Subject	Privilege
PRIV0206	7/26/2005	Email	John Ferrie	To: Timothy Malik cc: Thomas Rogers, Esq., Helene McCole, and Brian Depolis	Vesterra Letters of Credit	AC/WP
PRIV0207	7/26/2005	Email	Timothy Malik	To: John Ferrie	Vesterra Letters of Credit	AC/WP
PRIV0207-0208		DUPLICATE of PRIV0206				
PRIV0209	7/26/2005	Email	Jessica Leveroni, Esq.	To: John Ferrie, Helene McCole, Brian Depolis, and Timothy Malik cc: Thomas Rogers, Esq. and Jessica Leveroni, Esq.	Vesterra default	AC/WP
PRIV0210	7/29/05	Memorandum	Mary E. Brundage	To: Thomas Rogers, Esq.	Vesterra Letters of Credit	AC/WP
PRIV0211	7/29/2005	Email	Thomas Rogers, Esq.	To: Jessica Leveroni, Esq., Nathaniel Margolis, Esq., and Timothy Malik	Communication from Vesterra counsel	AC/WP
PRIV0212	7/29/2005	Email	Mary Brundage	To: Thomas Rogers, Esq.	Vesterra Letters of Credit	AC/WP
PRIV0213	8/1/2005	Email	Timothy Malik	To: Thomas Rogers, Esq., Jessica Leveroni, Esq., Nathaniel Margolis, Esq., and Timothy Malik	Communication from Vesterra counsel	AC/WP
PRIV0213-0214		DUPLICATE of PRIV0211				
PRIV0215	8/1/2005	Email	Jessica Leveroni, Esq.	To: Brian Davis, Esq., Choate, Hall & Stewart LLP cc: Thomas Rogers, Esq.	Potential legal claim	AC/WP
PRIV0215-0216	8/1/2005	Email	Brian Davis, Esq.	To: Jessica Leveroni, Esq.	Call to Vesterra counsel	AC/WP
PRIV0216	8/1/2005	Email	Jessica Leveroni, Esq.	To: Brian Davis, Esq.	Communication from Vesterra counsel	AC/WP
PRIV0216-0218	7/29/2005	Email	Jessica Leveroni, Esq.	To: Brian A. Davis, Esq. cc: Nathaniel Margolis, Esq.	Communication from Vesterra counsel	AC/WP
PRIV0219	8/1/05	Email	Thomas Rogers, Esq.	To: Jessica Leveroni, Esq.	Vesterra Letters of Credit	AC/WP

Control Number	Date	Document Type	Author	Recipient	Subject	Privilege
PRIV0220-0222	8/1/2005	Email w/attachment	Thomas Rogers, Esq.	To: Jessica Leveroni, Esq.	Draft form sight draft	AC/WP
PRIV0223	8/2/2005	Email	Timothy Malik	To: Morgan Salmon cc: Jessica Leveroni, Esq., Joan Uzdavinis, and Timothy Roseen	Determination of estimated losses prepared for potential legal claim	AC/WP
PRIV0224-0225	8/2/2005	Letters	Arthur J. Francis	To: Thomas Rogers, Esq.	Vesterra Letters of Credit and sight draft	AC/WP
PRIV0226	8/2/2005	Email	Morgan Salmon	To: Timothy Malik cc: Jessica Leveroni, Esq., Joan Uzdavinis, and Timothy Roseen	Determination of estimated losses prepared for potential legal claim	AC/WP
PRIV0227	8/2/2005	Email	Timothy Malik	To: Morgan Salmon cc: Jessica Leveroni, Esq., Joan Uzdavinis, and Timothy Roseen	Determination of estimated losses prepared for potential legal claim	AC/WP
PRIV0227-0228		DUPLICATE of PRIV0223 & PRIV0226				
PRIV0229-0239	8/2/2005	Email w/attachments	Jessica Leveroni, Esq.	To: Thomas Rogers, Esq. and Joan Rosoff, Esq., White & Williams LLP	Draft form sight drafts	AC/WP
PRIV0240-0242	8/2/2005	Email w/attachments	Jessica Leveroni, Esq.	To: Joan Rosoff, Esq. and Thomas Rogers, Esq.	Draft form sight drafts	AC/WP
PRIV0243-0249	8/2/2005	Email w/attachments	Jessica Leveroni, Esq.	To: Joan Rosoff, Esq. and Thomas Rogers, Esq.	Vesterra Letters of Credit/ form sight drafts	AC/WP
PRIV0250-0252	8/2/2005	Email w/attachments	Jessica Leveroni, Esq.	To: Joan Rosoff, Esq. and Thomas Rogers, Esq.	Draft form sight drafts	AC/WP
PRIV0253-0261	8/2/2005	Email w/attachments	Jessica Leveroni, Esq.	To: Joan Rosoff, Esq. and Thomas Rogers, Esq.	Draft form sight drafts	AC/WP
PRIV0262-0265	Undated	(Draft) Sight drafts			Draft form sight drafts with attorney comments	AC/WP

Control Number	Date	Document Type	Author	Recipient	Subject	Privilege AC/WP
PRIV0266-PRIV0285	8/2/05	(Draft) Letters			Draft correspondence regarding Vesteria Letters of Credit and form sight drafts	AC/WP
PRIV0330-0338	Undated	Spreadsheets			Determination of estimated losses prepared for potential legal claim	WP
PRIV0339-0340	Undated	Spreadsheet			Determination of estimated losses prepared for potential legal claim	WP
PRIV0341-0342	Undated	Spreadsheet			Determination of estimated losses prepared for potential legal claim	WP
PRIV0343-0350		DUPLICATES of PRIV0341-0342				
PRIV0351		DUPLICATE of PRIV0334				
PRIV0352-0355		Spreadsheets			Determination of estimated losses prepared for potential legal claim	WP
PRIV0371	7/29/2005	Attorney Notes	Thomas Rogers, Esq.		Discussion with Vesteria	AC/WP
PRIV0372	Undated	Attorney Notes	Thomas Rogers, Esq.		Vesteria Letters of Credit	AC/WP
PRIV0373	7/15/2005	Attorney Notes	Thomas Rogers, Esq.		Discussion with Vesteria	AC/WP
PRIV0374	6/9/2005	Attorney Notes	Thomas Rogers, Esq.		Discussion with Vesteria	AC/WP
PRIV0375	6/8/2005	Attorney Notes	Thomas Rogers, Esq.		Attorney discussions	AC/WP
PRIV0376	6/6/2005	Attorney Notes	Thomas Rogers, Esq.		Attorney discussions	AC/WP
PRIV0377-0378	8/11/2004	(Draft) Amendment to Loan Application			Draft Amendment to Loan Application with attorney comments	AC
PRIV0379-0380	8/11/2004	(Draft) Amendment to Loan Application			Draft Amendment to Loan Application with attorney comments	AC

Control Number	Date	Document Type	Author	Recipient	Subject	Privilege
PRIV0381-0382	8/11/2004	(Draft) Amendment to Loan Application			Draft Amendment to Loan Application	AC
PRIV0383-0402	Undated	(Draft) Supplement to Loan Application			Draft Supplement to Loan Application with attorney comments	AC
PRIV0403-0407	6/18/2004	(Draft) Quote			Draft Quote with attorney comments	AC
PRIV0408-0413	7/15/2004	(Draft) Quote			Draft Quote with attorney comments	AC
PRIV0414-0533	Undated	(Draft) Supplement to Loan Application (with multiple)			Draft Supplement to Loan Application with attorney comments	AC
PRIV0534-0538	8/11/2004	Email w/attachment	Timothy Malik	To: John Ferrie	Forwarding draft Amendment to Loan Application with attorney comments	AC
PRIV0539-0761	Undated	(Drafts) Supplement to Loan Application			Draft Supplement to Loan Application with attorney comments	AC

4037912 1

EXHIBIT Y

UNITED STATES DISTRICT COURT
FOR THE
DISTRICT OF MASSACHUSETTS

JOHN HANCOCK LIFE INSURANCE
COMPANY,

Plaintiff/Counterclaim Defendant,

v.

VESTMONT LIMITED PARTNERSHIP,
VESTMONT LIMITED PARTNERSHIP II,
VESTMONT LIMITED PARTNERSHIP III,
and VESTERRA CORPORATION d/b/a
MONTGOMERY SQUARE PARTNERSHIP,

Defendants/Counterclaim Plaintiffs.

CIVIL ACTION NO. 05-11614-WGY

**PLAINTIFF JOHN HANCOCK LIFE INSURANCE COMPANY'S
RESPONSE TO DEFENDANTS' SECOND SET OF REQUESTS FOR THE
PRODUCTION OF DOCUMENTS AND THINGS**

Plaintiff John Hancock Life Insurance Company ("John Hancock" or "Hancock"), by its attorneys, hereby responds and objects, pursuant to Fed. R. Civ. P. 34(b) and the Local Rules of this Court, to the Second Set of Requests for the Production of Documents and Things (the "Second Request") propounded by defendants Vestmont Limited Partnership, Vestmont Limited Partnership II, Vestmont Limited Partnership III, and Vesterra Corporation d/b/a/ Montgomery Square Partnership (collectively, "Defendants") as follows.

General Objections

1. John Hancock generally objects to the Defendants' Second Request to the extent that it seeks the disclosure of any documents or materials that are protected by the attorney-client

privilege, the work product doctrine, or any other applicable privilege. To the extent that the Defendants' Second Request implicates such documents or materials, they are excluded from John Hancock's responses. The inadvertent disclosure of any document or material protected by any such privilege or immunity shall not constitute a waiver of that privilege or immunity.

2. John Hancock generally objects to the Defendants' Second Request to the extent that it seeks documents or materials containing confidential or proprietary information. To the extent that relevant documents or materials containing confidential or proprietary information are produced, they shall be governed by the Stipulated Protective Order filed jointly by the parties on October 28, 2005 and any other confidentiality agreement negotiated by the parties.

3. John Hancock generally objects to Defendants' definition of "you", "your", "Plaintiff" and/or "John Hancock" to the extent that it purports to include independent entities that John Hancock does not control (such as "affiliates"), and on the grounds that it is overly broad, unduly burdensome and seeks information that is neither relevant nor reasonably calculated to lead to the discovery of admissible evidence. Notwithstanding and without waiving or in any way compromising the foregoing objections, John Hancock will interpret the terms "you" "your", "Plaintiff" and/or "John Hancock" to mean John Hancock Life Insurance Company, John Hancock Real Estate Finance, Inc., their corporate predecessors and successors, as applicable, and the relevant employees, officers and directors, agents and attorneys of each.

4. John Hancock generally objects to Instruction No. 3, incorporated by reference in its Second Request, on the grounds that it is overly broad and unduly burdensome. John Hancock will endeavor to produce relevant, non-privileged documents as they are kept in the ordinary course of business, but will not produce irrelevant documents merely because they may be "enclosed with" a responsive document.

5. John Hancock generally objects to Instruction No. 8, incorporated by reference in its Second Request, on the grounds that it is overly broad and unduly burdensome in that it is not limited to a reasonable time period.

6. John Hancock generally objects to the Defendants' Requests to the extent that they purport to require John Hancock to take actions or provide information not required by the Federal Rules of Civil Procedure, the Local Rules of this Court, or other applicable law.

7. The provision of any specific response is not intended to, and does not, act as a waiver of any General Objection.

8. Discovery in this action is ongoing. John Hancock expressly reserves the right to supplement or otherwise modify its responses to Defendants' Requests as it deems necessary or appropriate in light of additional information, documents or materials that are discovered or disclosed in the course of this proceeding.

Specific Responses and Objections

Subject to and without waiving or compromising the foregoing general objections, each of which is hereby incorporated by reference into each of the following responses, John Hancock responds to the specific Requests propounded by the Defendants as follows:

REQUEST NO. 1

All documents and things relating to your policies, guidelines, requirements, targets, practices, processes or methods for allocating assets among various types of investments such as, but not limited to, government bonds, commercial bonds, commercial real estate mortgages, other mortgages and other types of investments.

RESPONSE NO. 1

John Hancock objects to this Request on the grounds that it is overly broad, unduly burdensome, and not reasonably calculated to lead to the discovery of admissible evidence.

REQUEST NO. 2

All documents and things, including but not limited to, the loan applications, relating to each of the loans approved by John Hancock and listed in Exhibit A hereto.

RESPONSE NO. 2

John Hancock objects to this Request on the grounds that it is overly broad, unduly burdensome and not reasonably calculated to lead to the discovery of admissible evidence.

REQUEST NO. 3

All documents and things relating to the Regatta Apartments, including, but not limited to, any written communications or negotiations between Regatta Apartments and John Hancock relating to the decision not to close on the mortgage loan from John Hancock; all documents evidencing any damages that John Hancock suffered as a result of the failure to close; and all documents relating to John Hancock's decision not to seek damages above the fees already paid in connection with that loan application.

RESPONSE NO. 3

John Hancock objects to this Request on the grounds that it is overly broad, unduly burdensome and not reasonably calculated to lead to the discovery of admissible evidence.

REQUEST NO. 4

All communications between John Hancock and any third party not a party to this lawsuit that relate to the Loan Application.

RESPONSE NO. 4

John Hancock previously has produced all such responsive, non-privileged documents in its custody, possession and control in response to Requests Nos. 11-13 of Defendants' First Set of Requests for the Production of Documents and Things.

REQUEST NO. 5

All organizational charts or other documents depicting the internal structure or reporting relationships since January 2002 within the divisions or sections within John Hancock, or relating to the personnel within John Hancock, that relate to mortgage loans made by John Hancock and investment allocations and decisions by John Hancock.

RESPONSE NO. 5

John Hancock objects to this Request on the grounds that it is overly broad and unduly burdensome. Notwithstanding and without waiving or compromising the foregoing general and specific objections, John Hancock will produce non-privileged documents in its possession, custody or control reasonably responsive to this Request, to the extent that they exist.

REQUEST NO. 6

All documents and things containing the names and home and/or business addresses of all individuals contacted as potential witnesses in this lawsuit.

RESPONSE NO. 6

John Hancock objects to this Request on the grounds that it is overly broad, unduly burdensome, and seeks information protected by the work product privilege.

REQUEST NO. 7

All documents and things evidencing or relating to the policies, guidelines, requirements, targets, practices, processes or methods for underwriting or approving mortgage loans prior to April 28, 2004, including, but not limited to, any internal underwriting or other manuals.

RESPONSE NO. 7

John Hancock objects to this Request on the grounds that it is overly broad and unduly burdensome. Notwithstanding and without waiving or compromising the foregoing general and specific objections, John Hancock will produce non-privileged documents in its possession, custody or control reasonably responsive to this Request, to the extent that they exist, on an "Confidential - Outside Attorneys' Eyes Only" basis.

REQUEST NO. 8

All documents and things evidencing or relating to the policies, guidelines, requirements, targets, practices, processes or methods for underwriting or approving mortgage loans after April 28, 2004, including, but not limited to, any internal underwriting or other manuals.

RESPONSE NO. 8

John Hancock objects to this Request on the grounds that it is overly broad and unduly burdensome. Notwithstanding and without waiving or compromising the foregoing general and specific objections, John Hancock will produce non-privileged documents in its possession, custody or control reasonably responsive to this Request, to the extent that they exist, on an "Confidential - Outside Attorneys' Eyes Only" basis.

REQUEST NO. 9

All documents and things evidencing or relating to the policies, guidelines, requirements, or practices for disbursing or closing mortgage loans after the loans have been approved, from January 1, 2000 to the present.

RESPONSE NO. 9

John Hancock objects to this Request on the grounds that it is vague, overly broad, and

unduly burdensome. Notwithstanding and without waiving or compromising the foregoing general and specific objections, John Hancock will produce non-privileged documents in its possession, custody or control reasonably responsive to this Request, to the extent that they exist, on an "Confidential - Outside Attorneys' Eyes Only" basis.

REQUEST NO. 10

All documents and things evidencing or relating to the policies, guidelines, requirements, or practices relating to the use and allocation of application fees and commitment fees that are retained by John Hancock after a mortgage loan fails to close, including but not limited to the specific use and allocation of the application fee and commitment fee relating to the Loan Application.

RESPONSE NO. 10

John Hancock objects to this Request on the grounds that it is overly broad, unduly burdensome, and not reasonably calculated to lead to the discovery of admissible evidence.

REQUEST NO. 11

The draft amendment referred to in Plaintiff's Privilege Log at PRIV0042-0045.

RESPONSE NO. 11

John Hancock objects to this Request on the grounds that it seeks information protected by the attorney-client privilege.

REQUEST NO. 12

All documents and things relating to the “hedge loss” protections obtained by, and any hedge-related costs incurred by, John Hancock relating to the Loan Application.

RESPONSE NO. 12

John Hancock objects to this Request on the grounds that it is overly broad and unduly burdensome. Notwithstanding and without waiving or compromising the foregoing general and specific objections, John Hancock will produce non-privileged documents in its possession, custody or control reasonably responsive to this Request, to the extent that they exist.

REQUEST NO. 13

Documents sufficient to show your projections of the annual returns on your investments, including by asset category, for the next ten (10) years.

RESPONSE NO. 13

John Hancock objects to this Request on the grounds that it is overly broad, unduly burdensome, and not reasonably calculated to lead to the discovery of admissible evidence.

REQUEST NO. 14

Documents sufficient to show the annual returns on your investments, including by asset category, for the past ten (10) years.

RESPONSE NO. 14

John Hancock objects to this Request on the grounds that it is overly broad, unduly burdensome, and not reasonably calculated to lead to the discovery of admissible evidence.

REQUEST NO. 15

Documents sufficient to show John Hancock's annual revenues and net worth from 2001 to date.

RESPONSE NO. 15

John Hancock objects to this Request on the grounds that it is overly broad, unduly burdensome, and not reasonably calculated to lead to the discovery of admissible evidence.

REQUEST NO. 16

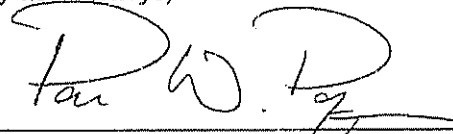
All documents and things identified or which must be identified by you in your self-executing disclosures, and all documents and things identified in your answers to Defendants' Second Set of Interrogatories.

RESPONSE NO. 16

John Hancock will produce non-privileged documents in its possession, custody or control reasonably responsive to this Request.

JOHN HANCOCK LIFE INSURANCE
COMPANY,

By its attorneys,

A handwritten signature in black ink, appearing to read "Brian A. Davis", is written over a horizontal line.

Brian A. Davis (BBO No. 546462)
Paul D. Popeo (BBO No. 567727)
Lisa M. Gaulin (BBO No. 654655)
CHOATE, HALL & STEWART LLP
Two International Place
Boston, MA 02110
Tele: 617-248-5000
Fax: 617-248-4000

Date: March 3, 2006

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EXHIBIT Z

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BUCKS COUNTY, PA



BUCKS COUNTY, PA

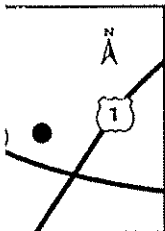
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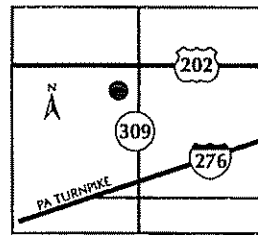
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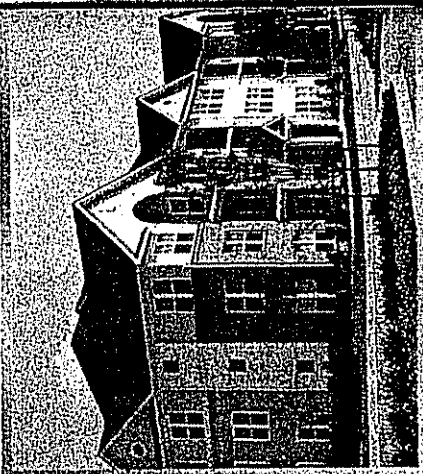
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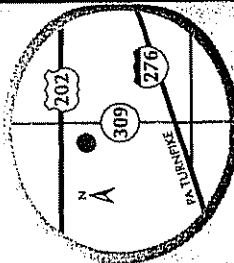
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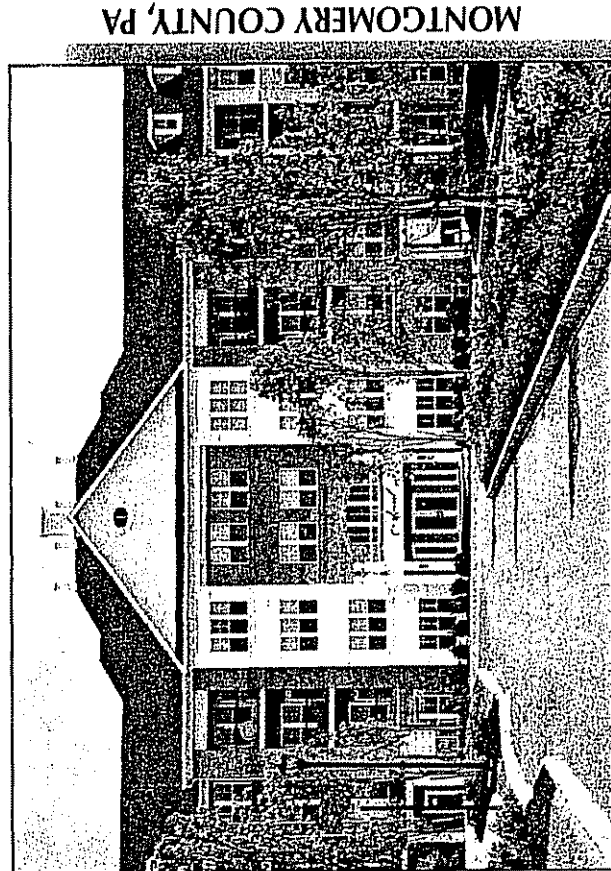
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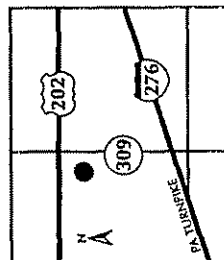
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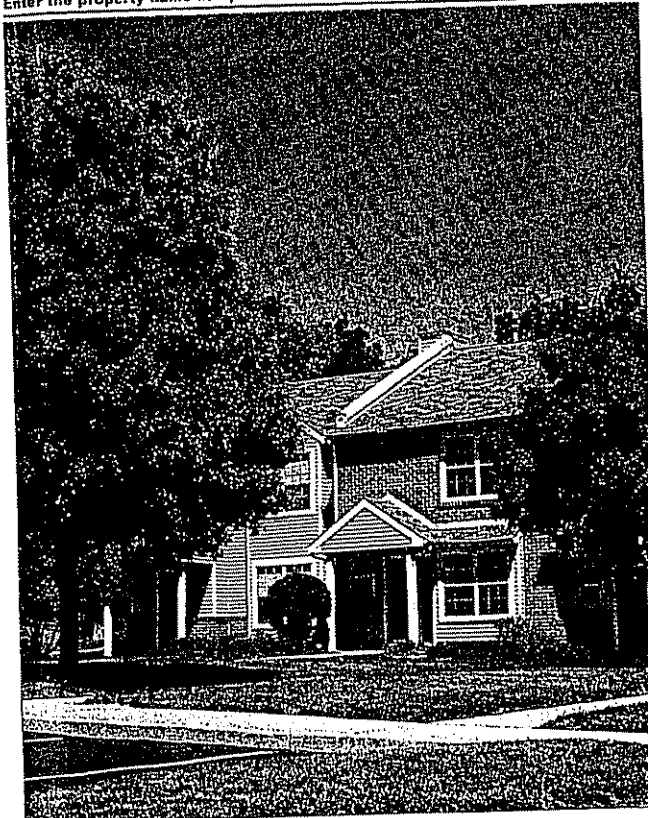
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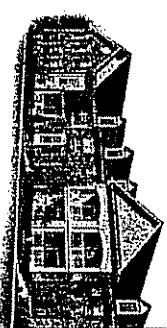


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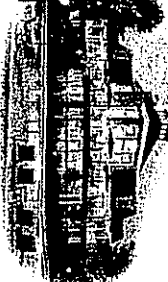
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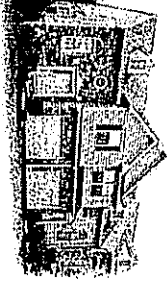
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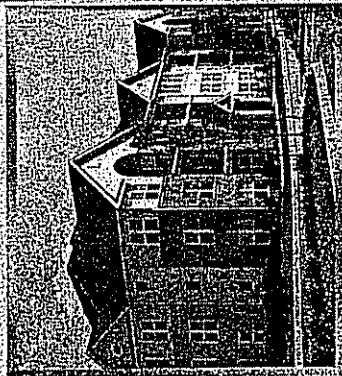
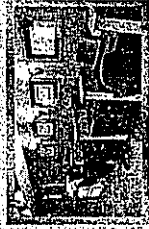
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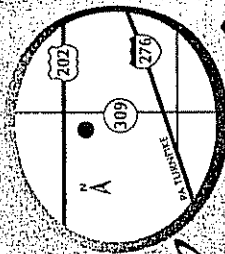
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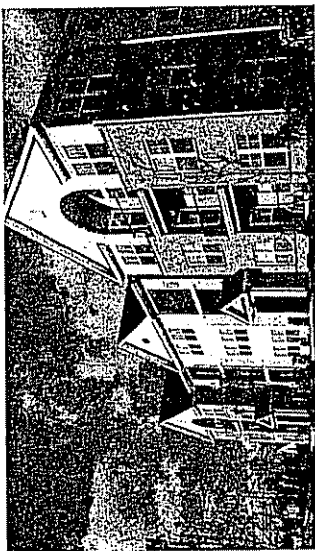
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- 1 BDR/1 BTH w/loft from \$1490
- 2 BDR/2 BTH from \$1575
- 2 BDR/2 BTH w/loft from \$1790
- 2 BDR/2 BTH w/den from \$1800

DIRECTIONS: Take PA Turnpike to exit 339 (Ft. Washington). Go north on Route 309 approximately eight miles to a left on 202 South. We are on the left.

OFFICE HOURS: Mon-Fri 9-6; Sat 10-5; Sun 12-5

(215) 699-9930

Avenel
A Montgomery Square

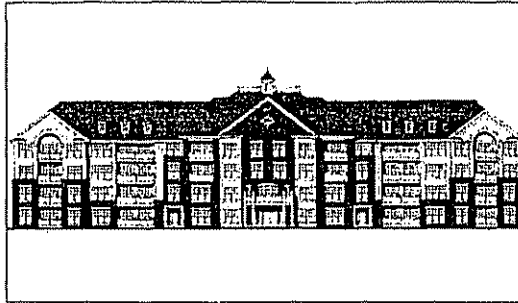


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Apartment Guide

MONTGOMERY COUNTY



AVENEL AT MONTGOMERY SQUARE

1100 Avenel Boulevard
North Wales, PA 19454

BE THE FIRST TO ENJOY LIFE AT THIS BEAUTIFUL NEW COMMUNITY. Just moments away from Route 309, the Pennsylvania Turnpike, I-76, and SEPTA, the Avenel combines this exceptional location with gracious styling and extraordinary amenities to create the perfect apartment home for you. We are across the street from the Montgomery Mall and other great shopping and dining. Call to schedule an appointment.

FEATURES:

- 24-hour fitness center
- 24-hour business center
- Pool with sundeck
- Controlled access entry available
- Modern fully equipped kitchens
- Across from shopping dining and entertainment
- High-speed Internet access
- Large walk-in closets
- Six feet windows with lots of light
- Contemporary track lighting
- Full-size washer and dryer

2004 BRAND NEW CONSTRUCTION

1 BDR/1 BTH, 1 BDR/1 BTH w/loft
2 BDR/1 BTH, 2 BDR/2 BTH
2 BDR/2 BTH w/den, 2 BDR/2 BTH w/loft
Call for pricing

DIRECTIONS: Take PA Turnpike to exit 339 (Ft. Washington). Go north on Route 309 approximately eight miles to a left on 202 South. We are on the left.

(877) 256-5660

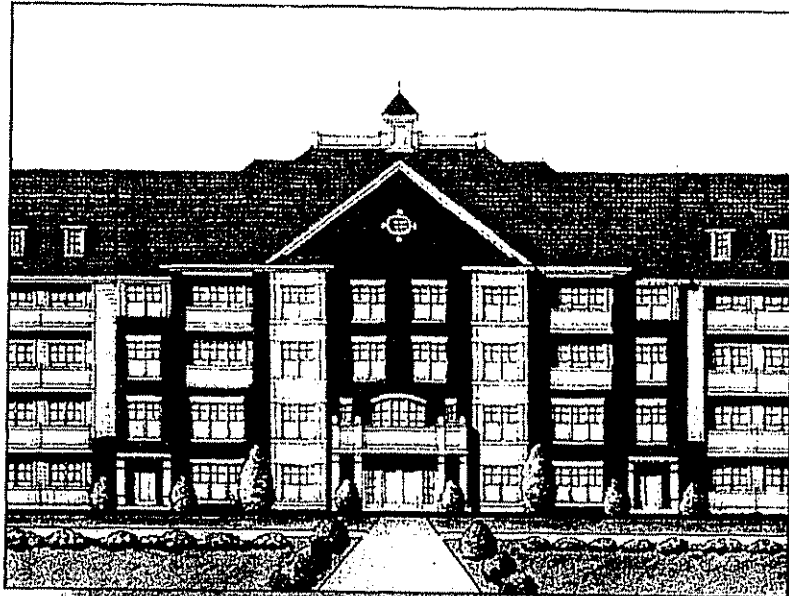


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Apartment Shopper's Guide



MONTGOMERY COUNTY, PA

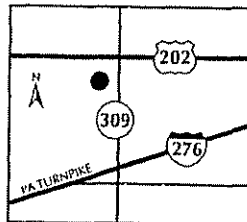
AVENEL AT MONTGOMERY SQUARE

Be the first to enjoy life at this beautiful new community. Just moments away from Route 309, the PA Turnpike, I-76 and SEPTA, the Avenel combines this exceptional location with gracious styling and extraordinary amenities to create the perfect apartment home for you

NOW LEASING BRAND NEW APARTMENT HOMES

FEATURES

- 24-hour fitness center
- 24-hour business center
- Pool with sundeck
- Controlled access entry available
- Modern fully equipped kitchens
- Across from Montgomery Mall, dining and entertainment
- High-speed Internet access
- Large walk-in closets
- 6-foot windows with lots of light
- Contemporary track lighting
- Full-size washer and dryer



DIRECTIONS: Take the PA Turnpike to exit 339 (Ft. Washington). Go north on Route 309 approximately eight miles to a left on 202 South. We are on the left. Call for an appointment.
HOURS: Mon-Fri 9-6; Sat 10-6; Sun 12-6



FLOORPLANS

- 1 BDR/1 BTH
 - 1 BDR/1 BTH with loft
 - 2 BDR/2 BTH
 - 2 BDR/2 BTH with den
 - 2 BDR/2 BTH with loft
- Call for pricing

Avenel
At Montgomery Square

1100 Avenel Boulevard
North Wales, PA 19454
(877) 257-0985



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